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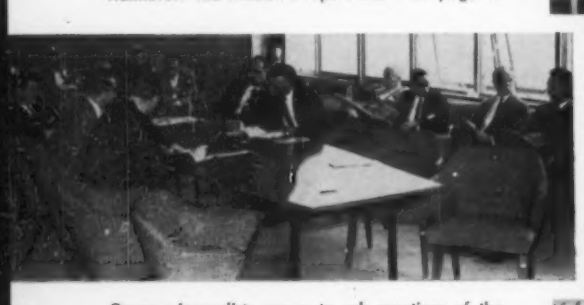
Trade Mission in Germany

M. Ray Dilling, left, above, a member of the specialized U.S. Trade Mission to Germany, discusses U.S. data processing machines with German businessmen. Below is the U.S. Trade Information Center at the Hannover Fair, manned by members of the U.S. Mission, specializing in machinery.

Bernhard K. Haffner, the Trade Mission's leader, is interviewed on Armed Forces Network radio in Hannover. The Mission's report starts on page 3.



German journalists swarm to ask questions of the U.S. Trade Mission during a press conference in the U.S. Consulate General in Frankfurt am Main.

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ABOUT THE COVER

Bicycles come to Bolivian Indians as the country's proposed transportation network reaches the remote Andean highlands. A recent $2.4-million Alliance for Progress loan to Bolivia will enable that country to purchase needed road building equipment for its new road network. Story on page 34.

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Business Bulletins *from around the world*

ARGENTINA — Economic Minister declares Government promoting favorable investment climate in agricultural sector, with use of fertilizers and insecticides to be stimulated by low-cost Government importation and redistribution.

Secretary of Industry recently announced resumption of authorization of certificates for importation of automotive components by car and truck manufacturers.

BOLIVIA—Minister of Public Health announces $100,000 being made available through United States AID program for development of drinking water systems in departmental capitals of Tarija and Trinidad.

BRAZIL—Ground broken for 35-thousand-barrel-per-day refinery (Alberto Pasqualini) at Porto Alegre, State of Rio Grande do Sul, to be completed in 30 months. Petro-chemical industry to be developed in conjunction with refinery.

BRITISH GUIANA—Specific import license no longer required for shirts, pajamas and underwear.

CAMBODIA — Government actively seeking private capital for joint enterprises in brewing, sugar refining, jute bag milling, textiles, fish canning, slaughtering and tanning, and a lumber enterprise.

CHILE—Antofagasta and Arica principal ports serving import trade, to be exempted from 15% surcharge scheduled to begin June 18, 1962, on southbound maritime freight from U.S. Atlantic and Gulf-West Coast of South American Conference announces further postponement of 15% surcharge from June 18 to July 23 on shipments to Chilean ports of Iquique, San Antonio, Talcahuano and Valparaiso.

DENMARK — Compromise reached on comprehensive economic program to control inflation. Principal measure in program to be presented to Parliament is 9% wholesale-level turnover tax (excluding food), to be effective August 1.

ECUADOR—Government announces forthcoming modification of tariff structure. Detailed information and classification changes not available, but Quito Chamber of Commerce states that overall tariff level will be higher than at present.

EEC—Surinam (Dutch Guiana) expected to be admitted to association with European Economic Community soon, according to Brussels announcement following April 29-May 11 talks.

ICELAND—City of Reykjavik grants site of 1.5 hectares for new bonded warehouse at Laugarnes in outskirts.

INDIA—First of four 60,000 KW generators planned for first stage of Koyna hydroelectric project in Maharashtra State, commissioned recently. First stage, to be completed by end of 1963, will have total installed capacity of 240,000 KW. Second and final stage, to be finished by end of Third Plan, will double this and make Koyna biggest power-producing unit in Maharashtra State.

IRAQ—Government concludes trade agreements with Pakistan and Italy. Iraq to receive dates, asphalt, cement in exchange for Pakistan rice, jute, electrical products, cotton textiles and other goods. Italy to ship fertilizer and tomato paste in exchange for Iraqi dates.

ITALY—Italia, Lloyd Triestino, Adriatica and Tirrenia shipping lines to receive annual 23.6 billion lire subsidy under new law passed by Italian Parliament replacing FINMARE Convention of 1936. Ministry of Merchant Marine to sign 20-year conventions with each company beginning July 1, 1962.

NORWAY—Orkla Grube Aktiebolog, large mining and metallurgical company, announces conversion of smelting plant at Thambshavn from sulfur and copper matte to ferrosilicon production. In fall 1963, ferrosilicon will be produced at about 25,000 tons (45% silicon) annually.

PAKISTAN—Pakistan Economic Council approves $714 million fiscal 1963 development program, increase of about 32% over $546 million approved for previous year. Allocations will consist of $257.9 million to projects under Central Government jurisdiction, $213.6 million to East Pakistan, and $232.9 million to West Pakistan.

PERU—Government signs agreement for expansion of Chimbote steel mill production from 60,000 to 350,000 metric tons annually, at estimated cost of $130 million. Ferrostat AG of Essen to install modern rolling mill for finished steel products, plus all complementary installations necessary to increase output to 600,000 tons eventually. Consortium headed by Ferrostat AG to provide financing. Terms: 10 years with payment to begin in 1964 and 8% interest annually.

SOUTH AFRICA—Record wool clip of 315 million lbs. expected this year. Highest record set in 1932-33 season with 326 million lbs.

UNITED ARAB REPUBLIC (EGYPT)—Giant new $4.8 million marine terminal, inaugurated at Alexandria, can accommodate 4,000 incoming and outgoing passengers daily and handle five ships simultaneously.

UNITED KINGDOM—BOAC-Cunard, Ltd., is formed by merger of British Overseas Airways (BOAC) and Cunard Eagle Airways. BOAC and Cunard Steam-Ship Co. to operate all British scheduled air services to and within large part of Western hemisphere. BOAC-Cunard, Ltd., to have share capital of £ 30 million ($84 million), of which BOAC to hold 70%.

Proposed merger between Leyland Motors and Associated Commercial Vehicles recommended by boards of both firms. With stockholder approval likely, world's largest group manufacturing heavy commercial vehicles is expected to result, with combined assets of about £ 117 million ($327.6 million).

VIET NAM—Imports from U.S. increased from $61.2 million in 1960 to $68.3 million in 1961. U.S. was Viet-Nam's principal supplier in 1961, covering 27% of total imports. Under AID procurement policy, U.S. to increase further its share of Viet-Nam market in 1962. (See FCW, Apr. 30, 1962, p. 783.)

Ministry of National Economy announced on June 6 relaxation of payments of 25 piaster per dollar surtax due on import licenses issued prior to Jan. 1, 1962. Importers may pay surtax in 3 installments spaced over one year following customs clearance. (See FCW, June 4, 1962, p. 999.)

WEST GERMANY—After German tariff reductions on autos from Common Market countries, several leading French producers announce price cuts for German market: Renault from 2.6-2.9%, depending on model, Peugeot from 2-3.7%, Simca from 1.9-2.5%.

A 'first'

This week's report of the U.S. Trade Mission to Germany represents a Commerce Department "first."

The mission was the first ever sent from this country with a mandate to concentrate on sales opportunities in selected lines of U.S. products—in this case, machinery. Previous missions have been charged with trying to find markets for American products on an across-the-board basis.

The important market studies on the following pages cover reports from American experts in 4 specific product lines—packaging machinery, printing equipment, machine tools, and a variety of new electronic equipment such as computers. In addition, there is an overall estimate of the German market, and a brief description of other U.S. sales opportunities found by mission members in the course of their interviews.

Leader of the mission was Bernhard K. Haffner of the Commerce Department's Business and Defense Services Administration. Its members were Arthur F. Draper of Darien, Conn.; M. Ray Dilling of Seattle, Wash.; Harold W. Kippers of Brookfield, Wis.; Lawrence M. Weitzel of Rolling Hills, Calif.; Thomas Glynn of Springfield, Mass., and T. Louis Spilman of Waynesboro, Va.

SPECIAL REPORT

Booming German economy helped by new equipment, plus lower wage rates

U.S. producers must show high productivity, cost-saving to sell machinery there

The U.S. Machinery Trade Mission to Germany in April and May of 1962 visited the industrial districts centered around Karlsruhe, Stuttgart, West Berlin, Frankfurt, Hannover, Hamburg and Duesseldorf. It supplemented the U.S. Foreign Service staff at the new U.S. Trade Information Center during the 10 days of the Hannover Industrial Fair. During the five weeks spent in Germany the 6 members of the Mission concentrated on individual plant visits to manufacturing establishments of particular interest to them, and individual consultations, usually at the prior request of the German participant, with German industrialists, management, engineers, production and sales personnel.

This most recent Trade Mission to Germany introduced a new concept in U.S. Trade Missions: a high degree of concentration of effort in an important but narrowly restricted segment of industry. Specifically, all the members were drawn from private U.S. industry, and represented some phase of the production or use of highly automated, labor saving machines, particularly numerically controlled machine tools for industrial production, and their equivalent automated, labor saving equipment in the fields of packaging and printing.

The primary objective of this mission was directed by current U.S. economic policy toward developing the export of U.S. manufactured equipment, and secondarily to fostering the licensing or joint venture operations of manufacturing U.S. proprietary items within Germany, both of which would contribute to improving our U.S. balance of payments position.

Labor shortage

After several years of experiencing a labor surplus, German industry now faces a sever shortage, particularly of skilled labor, which limits its ability to expand production, and at the same time creates inefficiency due to high turnover, excessive absenteeism, and a complacency or unaggressive attitude of both workers and the younger generation of engineers and supervisory personnel.

The importation of foreign workers can only partially alleviate this situation. Consequently any equipment specifically applicable to reducing the current amount of labor required in German industrial operations or service industries will have a sales advantages.

This labor situation is expected to continue, and probably become more aggravated. While there exists a fairly large apprentice training program, there appears to be a reluctance by young workers to go through a 3½-year training program in view of the immedite opportunities offered by the current labor shortage.

The loss of older workers from the labor market will be severe over the next few years because of the abnormal age distribution of the present work force.

These factors will greatly enhance the opportunities for marketing U.S. developed and proven labor saving machines and production techniques over the next few years.

Low wage rates

In spite of the labor shortage, German wage rates are still relatively low compared to U.S. labor rates. The current market for U.S. type labor saving equipment is limited by this factor, which still permits German industry to absorb a high labor input and yet be competitive in prices for both capital goods and public consumption items, particularly vis-a-vis U.S. competition.

However, increased competition from still lower wage rate areas—Japan and other Common Market countries—and rising labor costs within Germany should rapidly force German industry into using much more labor-saving and cost-reducing production equipment. The potential for U.S. production machinery, if not for U.S. consumer goods, should rapidly increase over the near future.

Modern equipment

At the end of World War II, German industry was virtually prostrate. Since then, Germany has rebuilt into a highly industrialized country, producing all types of capital goods and production machinery.

German plants on the whole are very well equipped with up-to-date general purpose tools and machines—almost wholly of German manufacture—which are of an average age much lower than those in the U.S. industrial plants. Con-

MEETING BERLIN BUSINESSMEN: U.S. Trade Mission members Harold W. Kippers, right, and Lawrence M. Weitzel, second from right, talk to businessmen in West Berlin. In center is translator.

sequently the market for normal replacement of general purpose types of worn-out or obsolete equipment is limited compared to the U.S. and a number of other industrialized countries.

In addition, most of the new modern models of machinery offered to the German market must show a very high increase in productivity and cost saving in order to justify replacing the current efficient equipment in general use.

Support industries

There is in Germany a distinct lack of the support industries so important in the U.S. economy, which specialize in supplying parts, components, sub-assemblies, or semi-manufactured items to other manufacturers.

German industrial plants tend to follow a "do-it-within" pattern and to build up numerous small departments to provide their own support services and a wide range of common, standard components and basic items. This requires the development of special skills within a firm, and the inefficient use of tool and labor capacity.

Supporting this situation is the German "turnover tax," which penalizes the support industry activity by taxing the sales value of materials, components or semi-manufactures at each sales transaction. The resulting encouragement to German manufacturing establishments to "do it yourself" rather than purchase from specialized supporting manufacturers reduces the market for imported parts and components which in many other foreign markets normally offer an excellent opportunity for U.S. exports.

It also discourages the establishment of licensees or joint manufacturing operations in this area.

Business climate

Many German companies, particularly the smaller and medium-size ones, have historically developed into tightly controlled, often family held organizations with dynastic management and a corporate responsibility to a relatively small group of equity holders. What on the surface may appear to the U.S. businessman to be an unprogressive conservatism is often due to a different responsibility and the more limited, personalized objectives of the German company's management than is generally present in a U.S. public corporation.

Successful sales efforts in this climate is aided by a highly personalized approach to each German company's situation, rather than an impersonal general promotion of a product.

Many German companies apparently do not analyze their costs of manufacture to the degree and extent common in the U.S. In some cases, they seem to operate on a "cash register" economic basis, comparing sales against overall costs.

As a result, the tendency is to be price-conscious rather than product cost evaluation-conscious in purchasing capital equipment.

A serious deterrent to the greater use of U.S. equipment is a lack of adequate understanding of the complicated, detailed cost factors involved. This results in considerable sales resistance and misconceptions concerning the application and advantages of U.S. equipment.

It contributes to the common idea that U.S. machinery is made for mass production only, or that U.S. wages are so high that our costs automatically create machinery too high priced for the German market. It can often result in a tendency to wait for comparatively long deliveries rather than pay a worthwhile premium for a shorter one.

There seems to be considerable room for successful sales efforts based on detailed cost analysis of the specific German operations involved and stressing of the economics of U.S. production equipment in terms of hours and dollars saved on the final products.

Selling techniques

The general recommendations of the Trade Mission for selling in the German market are common not only to all product areas, but are of course basic export sales tenets equally applicable to any foreign market. They bear repeating, even briefly, as worthwhile reminders.

- Explore and analyze the market thoroughly with respect to your own particular product. Particularly in such well exploited markets as Germany, the "rifle" approach is required to find the sales opportunities, rather than the "shotgun" approach.
- Take full advantage of the facilities of the U.S. Foreign Service and the U.S. Department of Commerce. Few people realize the volume and extent of foreign commercial information and services available through these agencies, or how to obtain it. Don't overlook the information and services available from the commercial departments of U.S. and foreign banks, Chambers of Commerce, or previously established U.S. companies in the foreign market.
- Make adequate and early provision for fully satisfactory maintenance, repair, and sales service. In Germany particularly it is absolutely necessary at least to match the very high degree of service currently provided by domestic manufacturers.
- Use the language of the country as fully as possible. Salesmen should

speak German; sales literature, maintenance and operating manuals should be in German.

- Use foreign nationals wherever possible for local appeal and easier acceptance. However, avoid double agency (agent and sub-agent) arrangements because of high sales mark-up. Some arrangements observed by the mission required total mark-ups of 85% to cover 2 or more commissions plus freight and duty.

- As far as possible, adapt or modify your items to meet domestic preferences and to conform to local custom or use. In particular, use the metric system wherever applicable.

- Make proper use of German Trade Fairs and Exhibits. In Europe, and Germany in particular, these are highly important direct sales activities, and quite different from the usual U.S. exhibitions.

- Don't underestimate the sales effort required to be successful in foreign markets. Use all the sales tools available, treat the German market as seriously and intently as your domestic market, get into it on a solid and permanent basis rather than a hit-or-miss or by-product basis, and the sales opportunities will materialize.

SOME MACHINES 'MISUNDERSTOOD'

Large order backlog faces German machine tool buyers; U.S. speed may bring sales

Machines dissimilar to German models likely to have best immediate sales chance

By HAROLD W. KIPPERS
and LAWRENCE M. WEITZEL
U.S. Trade Mission to Germany

Germany has a very substantial machine tool industry, with about 450 companies producing a broad line of machines. Current deliveries range from 6 months on simple standard machines to 12 to 24 months on more complicated equipment. Exports now represent 40% of the sales volume.

Because of the industry's relatively low wage rates, Germans are able to produce more variations of standard general purpose machines economically than U.S. industry does, in spite of the limited market potential for so many different models.

This variety, plus the low cost and selling price of standard machines, is currently Germany's prime strength when competing with the U.S. in both their domestic and world markets.

The plant and production equipment in German plants are comparatively new and modern. They do not appear, however, to be as extensively tooled in terms of special machines and fixtures as most U.S. plants.

German products in general do not appear to have any technical advantage over U.S. machines, and in many instances are designed for lighter duty and are less productive. They do not appear to be conducting any accelerated programs for producing the newer types of automated equipment.

For example, while in the U.S. there are today many proven numerical control systems and machines commercially available, these systems and machines are still in the development stages in Germany.

Machine tool builders currently have large backlogs and extended deliveries. Nevertheless, most of them feel they now have, or anticipate having, excess facilities as a result of increased competition and slackening demand.

To counter this, they are primarily interested in seeking new product lines, and appear to be reluctant to spend money on improving methods, costs and deliveries on their present products. Rather than face competition, they seek new uncompetitive products, even though their profit margins are still substantial, leaving adequate room for either increased cost absorption or price reduction as required.

General purpose machine tools produced in the U.S. tend to be heavier duty and more productive than their German counterparts because they were designed for economical performance in a higher labor cost area.

The U.S. general purpose machine tools do not, however, appear enough better in terms of quality and performance than their German equivalents to compensate for the current substantial cost difference between a U.S. machine tool delivered in Germany and the German equivalent.

The U.S. tool delivered in Germany may be 15 to 100% higher than its German equivalent, depending on its percentage of labor content.

It must be generally concluded that only those types of general purpose machines of which equivalents are *not* produced in Germany are competitively saleable, unless short delivery is a major factor.

The U.S. machine tool industry in general is further advanced in the art of designing and producing machines for high production. It is far advanced in the production and application of numerically controlled machines and machining centers for low and medium production.

The high production transfer and index machining, assembling and inspection machines already being used in the German automotive industry should eventually have an even greater potential market for the production of other commercial products as the European standard of living increases and the Common Market advances.

The numerically controlled types of machine tools reduce or eliminate skilled manpower requirements. Cost reduction and increased production are permitted without an increase in skilled labor.

This has tremendous application in Germany to many metalworking plants with low or medium production and a skilled labor shortage. However, selling even these "proprietary" machines will require an appreciable amount of education and justification effort.

Numerically controlled machine applications are generally misunderstood in Germany. Many Germans have the incorrect impression that these machines are used in America only by the relatively large companies as mass production equipment and that, therefore, this type of production equipment would not fit their small companies.

Furthermore, it is much more difficult to justify replacement in a low labor cost area than in a high labor cost area, especially if the replacement machines are produced in a high-cost area.

MISSION MEETS THE PRESS: A large turnout of German journalists attended a press conference given May 1 by the U.S. Trade Mission to Germany. The Mission specialized in machinery business proposals.

SIMILAR TASTES

German packaging industry booms as consumer preferences force changes

Prices for most U.S. equipment are high, but quick delivery may give Americans an edge

By THOMAS GLYNN
U.S. Trade Mission to Germany

German packaging is very similar to that existing in the U.S. Germany has become very consumer-goods minded and has a definite preference for American type products.

The close ties between the 2 countries has resulted in a similarity in tastes and it is obvious this pattern is going to increase.

American type merchandising is to be found in every city and is rapidly increasing—an encouraging sign to the packaging industry.

Differences that exist between German and U.S. packaging are caused by local conditions. As an example, in Germany there are usually many more brands of an item available, many of which are regional.

It has been reported that there are as many as 220 cigarette brands in Germany, against the 20 to 30 brands to be found in the U.S.

This situation, applying also to household soaps, influences the German packaging equipment industry, as most producers want to offer distinctive packages, while American producers will accept standard packaging and achieve distinction through decoration.

There is, however, a trend towards national brands and towards fewer but larger companies.

Size and influence

The physical size of Germany has an influence. The requirements for protection against distance and climatic conditions are not as great as in the U.S. and the required shelf-life is not as long because of more rapid inventory turnovers.

There is less uniformity in Germany in protective packaging specifications as the various transportation services have each set their own standards. This problem is recognized and a solution is being attempted.

Ground coffee is packaged in flexible bags or in rigid plastic containers, both unfamiliar in the U.S., because of the retail price, which is considerably higher in Germany than in the U.S.

The German consumer is inclined to feel that packaging adds to the cost of the product and also is not as insistent on convenience as her American counterpart, although this is apparently less true today than in the past.

It has often been stated—and it still applies—that Germany is more manufacturing than marketing oriented.

German packaging equipment stresses perfection, resulting in a requirement for very high operator skills. This is opposed to the U.S. concept of designing the equipment to reduce the dependence on the operator's ability.

A slow-down

There appears to have been a slowdown in the rate of growth of packaging in Germany, except possibly in plastic packaging. Previously there had been a spectacular growth, and perhaps this reaction is to be expected.

However, to draw a comparison, in 1961 the U.S., with 180 million population, consumed $18 billion worth of packaging. In German, with 54 million people, the figure was only $1½ billion.

It is important to point out that this discrepancy in per capita consumption is due to a difference in development stage rather than a difference in basic packaging concepts, a fact which offers much encouragement to the packaging equipment manufacturer and the packaging material processor, since the use of packaging can be expected to increase materially.

Many American consumer goods companies have operations in Germany and their packaging equipment and techniques are well known. Many Germans visit U.S.

trade shows, read U.S. trade journals, have American representatives reporting back, and have visited U.S. plants.

There is a fine packaging association in Berlin serving the industry with basic information on packaging and on new developments. The American packaging equipment manufacturer will find an informed, interested and receptive audience in Germany for his products.

German competition

Much of the packaging equipment in use in Germany is similar to that used in America. Indeed there is much American equipment. This is attributable to the German awareness of the export markets and the aggressive search throughout the world for new and better equipment.

There are many fine machines found in Germany which do not exist in the U.S. A large drug firm, for instance, operates a German machine which washes, sterilizes, fills, inserts a rubber stopper and caps 120 bottles per minute. It is small and compact.

One packaging equipment manufacturer had just obtained an order for 240 special purpose packaging machines to be delivered for installation in the United States.

The more alert German packaging machinery manufacturers are anticipating the requirements of the larger European market and are presently working on faster models in advance of their customers' requests.

Quick delivery

The prices of U.S. equipment in most instances are substantially higher than is customarily paid in Germany. In addition there is freight and duty to be added. This, coupled with the price-consciousness which exists, may sound like a formidable deterrent to U.S. packaging machine exports, but there is hope to be found in the quick delivery, higher speeds, less dependence on skilled labor, and the proven, dependable performance in many installations over a long period of time, which can be offered by U.S. designed and manufactured equipment.

Germany is a close and constant student of packaging in all countries, but particularly in America. It is, however, more conservative in buying equipment because of a tendency to delay purchasing in order to take advantage of expected future improvements and developments.

The impact on Germany of the rapid development and improvement of packaging materials has, in many instances, served to confuse and make hesitant the consumer goods packager who is new to the concept of American merchandising, and who has found the development of last year out-of-date today.

In many instances he is not confident that he will be highly successful in the large Common Market and bases his equipment decisions on the more secure and familiar but smaller German market.

Until now U.S. manufacturers have been handicapped in Germany by a disadvantage in price, but German prices have been inching up and deliveries are long.

Perhaps even more important is the Germans' change in the calculation method for economic justification of capital expenditure.

In the past, their factors have been different or similar ones have been assigned different weights. The factor of quality has been reduced in importance and the output, or capacity for profit generation, has been more appreciated.

Market potential

There are definite market opportunities in Germany in selective areas. In the U.S., packaging probably is better understood, practiced on such a large scale, and is in a more advanced stage than in most countries. This impetus gives our packaging industry a great, but possibly temporary, advantage.

Many German consumer goods packagers would welcome competition, feeling it would ultimately benefit them. Many reputable German firms have a keen interest in agencies, importations or licensing of U.S. equipment of advanced design or demonstrable superiority.

The German manufacturer is forced to produce single machines at a time, while conditions permit American firms to produce standard models on a lot basis. The American manufacturer has practically a limitless source of mass-produced components and his designing takes advantage of this and he becomes more of an assembler.

His German counterpart lacks sources of mass-produced components and must therefore do much more of his own engineering.

Excellent service on all installations is a must.

It may not be necessary to incur the expense of establishing one's own parts and service organization, since many German firms are willing to negotiate service contracts with American firms on a per diem basis.

Other German markets

The U.S. Trade Mission found an encouraging amount of trade interest by German industry in a wide range of industrial and consumer items.

In particular, the mission noted that U.S. export opportunities seemed to be particularly evident, judging by the volume and type of interest evidenced by German industry, in the following specific areas:

- Pre-fabricated housing; complete units or components, and prefabricated utility centers. (The only competition is the Scandinavian export of fabricated wood frame sections. A large increase in low-cost housing construction is anticipated.)
- Air pollution control equipment; filters, absorbers, instrumentation, etc. (German industry anticipates strict Federal regulation of air pollution activities which will require a much greater amount of pollution control by industry than presently practiced.)
- Special type of coin-operated vending machines, in particular coin-operated laundry and dry cleaning equipment. Standard U.S. equipment, however, may not meet German laws and regulations, and must be modified to meet local requirements.
- Artificial leather and similar artificial or plastic wear resistant covering materials, and equipment for producing the material and fabricating items of such material.
- Miscellaneous, light to medium weight specialized construction equipment items and materials handling equipment; and specialized cleaning and maintenance equipment for industrial plants and road maintenance.

Missions to Germany, U.K. set terminal conferences

The terminal conference of the U.S. Trade Missions to Germany and the United Kingdom will be a feature of Export Day at the Chicago International Trade Fair Aug. 3.

Both missions were concerned with increasing U.S. exports to the two countries in the machinery, instrumentation and packaging lines.

BRAND-NEW: Rising from wartime ruins, Germany's industrial plant now is equipped with modern machines, operating in modern buildings. Typical is this efficient, new plant in one of Germany's major centers.

IT'S 'IMPORTANT'

German printing industry wants labor-saving devices; in many cases, 'right now'

Participation in printing fairs offers good chance to enter bustling market

By LOUIS SPILMAN
U.S. Trade Mission to Germany

Printing was born in Germany with the invention of movable type by Johannes Gutenberg at Mainz more than 500 years ago.

Many significant advances in printing have been contributed to the world by Germans, either in their native or adopted lands.

This deep immersion in the craft may well be motivation for Germany's continued production of quality printing and her deep respect for the printed word. Printing is *important* in Germany.

Today there are more than 5,200 establishments engaged in publishing and/or printing in the German Federal Republic and in West Berlin. West Germany's exports of printing machinery have provided a steady, sound factor to the economic growth. West Germany exported to the U.S., in 1961, printing machinery, type, and plates worth $12,630,200. During the same year, U.S. exports of similar items to West Germany totaled only $2,578,100.

The shrinking German labor market and demand for more production to meet a growing demand for printing is producing a revolution in the German printer's thinking.

A more searching analysis of traditional German methods of extensive hand work, particularly in the composing rooms and bookbinding departments, is emerging.

He is beginning to explore the possibilities of U.S. machines whose delivery time is shorter, speeds are greater and automatic operation more commonly used.

Potential market

Discussions, interviews and visits involving German Government officials, bankers, publishers, printers, printing machinery manufacturers, sales representatives and printing consultants, German trade journal editors and U.S. businessmen in the printing machinery industry who do business in Germany, lead to these conclusions:

- U.S. manufacturers of specialized printing equipment, particularly those based on new ideas, have a market in Germany. Good current examples are new "makeready" machines, offset development and extraction tables, and new type labeling and punching machines made in the U.S.A. There are many other items, such as lamps, rubber rollers and small office type offset presses.
- U.S. manufacturers of web offset presses and of equipment and supplies for using these presses have an open market *right now* in Germany. German manufacturers, in 2 instances at least, have announced web offset presses but none have yet been produced and German production for market may well be from 18 months to 3 years in the future. Announcements indicate the prices may be 25 to 37½% lower than U.S. machines, but since none are available this is obviously an unreal and intangible comparison.

Several different brands of U.S. web offsets are being sold in limited number now with a degree of optimism through agencies and representatives. A gradual increase in sales is anticipated for the

next 3 or more years observers report.

A $200,000 web offset exhibited by an American manufacturer at Germany's leading printing fair was sold off the floor during the first 4 days.

● Manufacturers of staple printing machinery and supplies that offer greater speed and use of less manpower should consider the German market.

German printers need facilities for more prompt delivery with the use of less manpower if they are to remain in Common Market competition. German manufacturers of printing machines are at least 6 months behind on delivery and on larger machinery there is a delivery lag of 13 to 20 months.

In some instances, delivery of orders cannot be promised before 2½ years.

This delivery lag provides U.S. producers opportunity for business limited only by their own inability to deliver and to maintain prices at a reasonably competitive basis. For instance, a printer from Holland bought a U.S. press at the printing fair solely because he could not get reasonable German delivery.

Cultivating the market

U.S. prosperity is based on private enterprise and individual initiative. Our American private industry in the printing machinery field has demonstrated the wisdom of direct application of this philosophy in Germany and in Europe. Many U.S. printing machinery manufacturers have exhibited vigorous and enlightened initiative in cultivating the German market for many years.

The 4 major producers of typesetting equipment, all based in the U.S., now have either plants or far-flung, strong sales organizations in Germany. Most U.S. press manufacturers do too.

At the printing and machinery fair at Duesseldorf, between 30 and 35 U.S. firms exhibited direct from the U.S. or through their European company, or their European sales representatives. Some exhibited at the fair for the first time—good indication of the appeal of this market to American industry.

There are, perhaps, other U.S. companies who have shied from the export field but who may now see in a bustling, prosperous Germany an opportunity for added business.

The German Fair is a basic and traditional way of doing business in Germany. This is particularly true in the printing machinery and equipment field.

Fairs are conducted to *sell goods* . . . and they do! It would seem obvious that to successfully cultivate sales in Germany and the "Common Market" that fair exhibitions are essential.

The German is a good businessman. He knows what is going on in the world. He is interested in advanced machinery development but has understandable sales resistance.

Since U.S. industry and business, by and large, is small and medium size, the most modern machinery developed today is adaptable to small and medium plants. The result is more business, more profit and less labor.

Today's German understands that his future success depends upon reducing the need for manpower. To accomplish this requires automatic machinery—not on "back-order" but for use now.

Present-day instances of U.S. printing machinery and supplies being sold in Germany at prices comparable, or even lower, than similar German items, have been cited by several German printing plant operators. Among such items mentioned were proof presses, bank check printing presses, paper and ink; small offset presses and certain types of collaters.

'SOFT WARE' SUPPORT NEEDED

Price/performance data will help sell programming instruments in West Germany

U.S. producers should continue to enjoy advantage from computer 'technical gap'

By M. RAY DILLING
and ARTHUR DRAPER
U.S. Trade Mission to Germany

Manufacturing systems including measurement, data processing and process control are not a reality in Germany yet. There is considerable planning, however, and there will likely be a few operational systems within the next 18 months. It would seem that there are no definitive plans, either German or U.S., as yet as to just where the process control computers will come from.

The markets

Within this general marketing condition, instrumentation, data processing, and digital control systems will find marketability in military electronics being sold to NATO countries, and industrial production of all types.

Industrial purchasers are interested but extremely price-conscious and marketing efforts will require careful price/performance ratio analysis.

Products areas which appear to hold continuing and serious future potential in Germany include the following:

● Industrial weighing and data recording equipment, especially as applied to cranes.

● Laboratory electronics of a general nature to support special and general purpose industrial computer development and military electronic programs.

● High precision (0.1 to 0.05 percent) digital measuring devices for electrical values.

● High precision (0.1 to 0.05%) strain gage and load cell devices. High speed is not now a requirement.

● High precision (4 and 5 decimal digit) analogue to digital conversion devices. Digitalizing speed requirements vary but the greatest market appears to be in the 100 milli-second class devices.

● Process control computers, related digital measuring and data transmission devices.

● Business and scientific computers of all levels. Manufacturing cost records are shallow and better cost accounting systems will be required to effect investment and labor planning.

Computer sales will be considerably aided with "soft ware" support. Many U.S. computer programs are now useable in Germany, with only minor modifications.

The second installment of an analysis of U.S. trade and tariff policies, by Eugene M. Braderman, Director of the Commerce Department's Bureau of International Programs, will appear next week.

World Trade Opportunities

Construction in Nigeria opens for U.S. bidders

The Federal Government of Nigeria expects soon to invite tenders for construction of preliminary works for the proposed Kainji Dam on the Niger River.

The preliminary works include:

Construction of a camp for the construction force.

Construction of about 39 miles of road from Mokwa toward Kainji, including a bridge over the Eju River.

Construction of about 30 miles of road from Wawa to the dam site and thence toward Mokwa, including a bridge over the Kotagora River and a temporary bridge over the Niger River.

River diversion, first stage, comprising two cofferdams in the left channel of the Niger River at Kainji Island.

The contract for camp construction will include provision of single-story buildings, a treated water supply, sewage disposal works, roads and services, and construction of a stabilized soil airstrip.

The two road projects will each consist of cement stabilized soil with sealed surface, drainage, culvers, and bridges.

The cofferdams, one upstream and one downstream of the main construction works, will be of rock and earth fill.

Firms interested in bidding on any of the above work should express their interest in duplicate by June 30—one copy to the Secretary, Niger Dams Project Committee, c/o Cabinet Office, Lagos; and one copy to Niger Dams Project, Consultants Office, P.O. Box 1288, Lagos.

Firms should enclose with their applications printed brochures as well as information on their legal and financial status, a general description of the type and magnitude of works executed, a detailed description of similar work completed or under construction, a description of the plant available for use, and the number of technical personnel available for the works with details on their qualifications and experience.

Financing has not yet been arranged.

Egypt extends bid date for steampower station

The United Arab Republic has extended the bid deadline from May 23 to Aug. 1 for supply and installation of a complete steampower station at the town of Assiout, about 35 miles south of Cairo. (FCW, Apr. 9, p. 601.)

Hong Kong issues bids for laundry equipment

The Hong Kong Government is inviting bids for supply and installation of laundry equipment at Queen Elizabeth Hospital in Hong Kong, stipulating that only firms with local agents may tender.

The equipment is to provide a single layout for an initial continuous output of about 2,000 pounds an hour but capable of being increased to about 2,600 pounds an hour.

Eight hospitals with 4,007 beds are to be served, also 59 clinics and 7 staff quarters.

Tenders will be accepted until noon July 6 and should be addressed to Secretary, Tender Board, Colonial Secretariat, Central Government Office (Main Wing), Lower Albert Rd., Hong Kong, and identified as "Ref. Stores A.O. 18/1101/52."

A copy of specifications and drawings is available on loan to firms located in the U.S. from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Turkey wants trailer tanks, outdoor equipment, supplies

Bids are being invited by Turkey for supply and delivery of trailer tanks and miscellaneous outdoor equipment and supplies.

Bid invitation 6-62 includes items such as trailer tanks, portable generators, and portable water purification filters, refuse cans and containers, lanterns, tent material, screening, water bags, and folding tables.

Bids should reach Headquarters, Allied Land Forces Southeastern Europe, P.K. 527, Izmir, Turkey, attention Purchasing & Contracting Officer, before July 6.

Copies of the bid invitation are available on loan from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Specifications amended for pumps in Tunisia

The Government of Tunisia has amended the specifications covering the pumps and diesel engines required. (FCW, June 4, p. 1005.)

The description on p. 2, line 4, of the tender pertaining to the pumps should read "necessary discharge m^3/hr."

Bids invited by India for hydraulic hoists

India is inviting bids until 11:30 a.m. (Indian Standard Time) July 23 for supply and erection of two hydraulic hoists for the Purna Hydroelectric Project.

The hoists are estimated to cost $28,350 (135,000 rupees).

Tender forms and specifications are available until July 21 from Executive Engineer, Hydroelectric Division, No. 1, Irrigation & Power Dept., Government of Maharashtra, Jamshedji Tata Rd., Bombay 1, for $8.82 (42 rupees) a set; in addition airmail postage will be about $3.15.

Bids should be accompanied by a sum of $283.50 (1,350 rupees) earnest money.

Time limit for the work is 270 days.

The Purna Hydroelectric Project under construction in the Parbhani district of Aurangabad Division (known as Marathwada), envisages the building of a dam across the Purna river, a tributary of the Godavari river; storage of about 34,000 cubic feet of water; and construction of a powerhouse capable of generating 15,000 kw. of electric power.

Saudi Arabia invites bids for construction machinery

A Saudi Arabian firm is inviting bids for supply and delivery of construction machinery and equipment items as follows:

Motor grader with ripper attachment, Caterpillar No. 12, Series E, or equivalent.

Asphalt mixing plant, 60-90 tons per hour output, with driver bin plus aggregate separating bins, enclosed elevator.

Rock crusher, portable 40-60 tons per hour output, with graduating screens.

Road roller, 10 tons, 3 wheeler, Huber-Warco or equivalent.

Bituminous distributor, 2,000 gal. capacity.

Chip spreader, tow type.

Supply tanks, tandem axle design, 5,000 gal. or more capacity.

Asphalt hot mixing plant, Barber Green Model 835 or equivalent.

Quotations should reach Saleh & Abdul Bahussain, P.O. Box 209, Al Khobar, Saudi Arabia, as soon as possible as the firm reportedly has received a contract to build the 225-mile Riyadh-Buraidah highway.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

(★) indicates additional information on the export, import or international representation opportunities may be borrowed by U.S. firms in this country from the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.; telephone WO 7-2381.

(★★) indicates opportunities obtained by U.S. trade missions to other countries. A (*) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilson, Business & Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.

(☆) indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans.

(●) indicates that the trade opportunity represents a request for bids by a foreign government agency.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, BIBO, U.S. Department of Commerce, Washington 25, D.C. The date following the letters WTD refers to the date of issuance of the report.

012 Fruit, Tree Nut, Vegetable Farms

Germany

Fresh yams. Georg Herrmann, Aloys Herrman & Son, Grossmarkt, Duesseldorf.

Liberia

Fresh fruits, vegetables. Abi Jaoudi-Azar Trading Corp. (importing distributor), P.O. Box 36, Monrovia. WTD 8/25/61.

072 Animal Husbandry Services

Lebanon

Day old game chicks: Prairie chickens, Bobwhites, quails, pheasants, partridges; breeding broiler stock. Akl Modern Farm (importing distributor, farmer), Chtaura, Bekaa Valley. WTD 6/1/62.

Mexico

Thirty female, 2 male calves of pure Swiss breed. Arturo S. Suarez B. (commission merchant, cattle raiser), Av. Constitucion 110 (antes 24), Villahermosa, Tab. WTD 4/25/62.

195 Small Arms

Trucial States

Sport shotguns. Ahmed Bin Ali Alowais (importer, retailer, exporter, wholesaler), P.O. Box 146, Dubai. WTD 5/20/62.

200 Food

Cyprus

Meat, meat preparations, tinned fish, tinned vegetables, tinned food generally, sauces, flavors and similar preparations, soups, instant coffee, rice, prepared breakfast foods, baby foods. Direct purchase and agency. Stelios Tryfon & Sons, Ltd. (importer, wholesaler, retailer, manufacturer's agent, manufacturer, commission agent), 5 Xanthis Xenieron Str., P.O. Box 618, Nicosia. WTD 7/16/60.

Meat, meat preparations, tinned foods, soups, rice, instant coffee, prepared breakfast foods, baby foods. Direct purchase and agency. Phaedon G. Constantinides, Ltd. (importer, distributor, manufacturer's agent, commission agent), 21 Iphighenia St., P.O. Box 92, Limassol. WTD 5/25/62.

Germany

Canned vegetables, fruit, fish, meat; canned, frozen poultry. Direct purchase and agency. Gerhard Henschel (manufacturer's agent), 30 Witthausstr., Muelheim/Ruhr. WTD 5/28/62.

Liberia

Top quality chilled sides of beef; frozen, packaged, processed meats; frozen poultry, turkeys, ducks; dairy products including cheese, butter, ice cream, yogurt, cottage cheese; frozen fruits, vegetables; complete line of quality brand food items. Abi Jaoudi-Azar Trading Corp. (importing distributor), P.O. Box 36, Monrovia. WTD 8/25/61.

201 Meat Products

Netherlands

Liquid egg yolks, whole eggs; dried albumen, whole eggs, egg yolks. Direct purchase on exclusive basis for Western Europe or agency as desired. Firma W. J. M. Timmerman (importing distributor, manufacturer), 246 Brouwersgracht, Amsterdam-C. WTD 5/10/62.

United Kingdom

★★ Canned, specially packed meats, J. D. McClure & Partners, 59 Knightsbridge, London S.W.1.

202 Dairy Products

Cyprus

Milk, cream; evaporated, condensed, dry. Direct purchase and agency. Phaedon G. Constantinides, Ltd. (importer, distributor, manufacturer's agent, commission agent), 21 Iphighenia St., P.O. Box 92, Limassol. WTD 5/25/62.

Saudi Arabia

Powdered milk. Hassan Salman Adausary (also known as "National Contracting Co." and "Mercantile Marine Agency") (importer retailer, wholesaler, manufacturer), P.O. Box 99, Dammam. WTD 5/19/62.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Australia

Olives, first quality, packed in brine; frozen orange, grapefruit juice concentrates, 5 to 1 concentration packed in bulk casks, alternative concentrations considered. Direct purchase and agency. Lee McKeand & Son Pty., Ltd. (importing distributor, indentor) 55 Commercial Rd., South Yarra, Melbourne, Victoria. WTD 5/3/62.

Netherlands

Fruit in syrup, fruit juices. N. V. Conservenfabriek "De Westhoek" (importer, manufacturer, exporter), 13 St. Antoniedijk, Oud-Gastel. WTD 2/10/61.

Norway

Dried peas, Victoria. Direct purchase and agency. Unil A/L (importing distributor, manufacturer's agent), 1 Prinsensgate, Oslo. WTD 7/11/61.

Canned fruit: Apricots, peaches, pineapple, fruit cocktail, pears, plums, citrus fruits. O. G. Ottersland (importing distributor, wholesaler), Arendal. WTD 5/7/62.

United Kingdom

★★ Canned foods. J. D. McClure & Partners, 59 Knightsbridge, London, S.W.1.

204 Grain Mill Poducts

Bahrain

Long-grain American rice with 5%, 10%, 15% broken grains. Alireza & Sons (importer, wholesaler, commission agent), P.O. Box 79, Manama. WTD 2/6/62.

207 Confectionery

Cyprus

Chocolate, chocolate preparations. Direct purchase and agency. Stelios Tryfon & Sons, Ltd. (importer, wholesaler, retailer, manufacturer's agent, manufacturer, commission agent), 5 Xanthis Xenierou Str., P.O. Box 618, Nicosia. WTD 7/16/60.

Chocolate, chocolate preparations. Direct purchase and agency. Phaedon G. Constantinides, Ltd. (importer, distributor, manufacturer's agent, commission agent), 21 Iphighenia Str., P.O. Box 92, Limassol. WTD 5/25/62.

209 Miscellaneous Foods

Cyprus

Edible vegetable oils, fats. Direct purshase and agency. Stelios Tryfon & Sons, Ltd. (importer, wholesaler, retailer, manufacturer's agent, manufacturer, commission agent), 5 Xanthis Xenierou Str., P.O. Box 618, Nicosia. WTD 7/16/60.

Edible vegetable oils, fats. Direct purchase and agency. Phaedon G. Constantinides, Ltd. (importer, distributor, manufacturer's agent, commission agent), 21 Iphighenia St., P.O. Box 92, Limassol. WTD 5/25/62.

Pakistan

Tallow for soap manufacture. Khalid & Co., Ltd. (manufacturer), P.O. Box 107, Pakki Thatti, Multan Rd., Lahore. WTD 5/14/62.

220 Textile Mill Products

Germany

Home-furnishing textiles, such as curtain, drapery, furniture fabrics. Petzold & Plum GmbH (importer, sales agent), 107/9 Schildergasse, Koeln. WTD 2/6/62.

South Africa

Cocktail dress fabrics: Polyester fiber novelty prints; novelty, plain sheers of acetate, nylon, rayon; brocades, smart plain cocktail dress fabrics. Direct purchase and agency. Riva Feyder (Pty.), Ltd. (manufacturer), P.O. Box 1873, Cape Town.

Surinam

Cotton, rayon yard goods; printed piece goods, cotton duck material. Pacific Trading Co., Ltd. (A. El Wanni) (wholesaler, retailer, importing distributor, commission merchant), P.O. Box 1009, Saramaccastraat 45, Paramaribo. WTD 5/24/62.

221 Broad Woven Fabric Mill Products, Cotton

Belgium

Cotton fabrics for baby dresses. Segers Confectie, P.V.B.A. (importer, manufacturer, exporter, wholesaler), 98 Gierlesteenweg, Tournhout. WTD 5/25/62.

222 Broad Woven Fabric Mill Products, Manmade Fiber, Silk

Rhodesia, Nyasaland

Nylon tapestry fabrics. Direct purchase and agency. Solanki Bros. (Chingola), Ltd. (wholesaler, retailer), P.O. Box 143, Chingola, Northern Rhodesia. WTD 5/31/62.

224 Narrow Fabrics, Other Smallwares Products

South Africa

Florists' ribbons, sundries. Price & Sons (Pty.), Ltd. (distributor, manufacturer's agent), 414/16 Pearl Assurance House, Foreshore, Cape Town. WTD 5/15/62.

225 Knitwear

Australia

Babies', children's knitwear. Direct purchase and agency. Gibbs Bros. (Agencies) Pty., Ltd. (importer, wholesaler), 22 City Rd., Sydney. WTD 11/22/61.

South Africa

Infants' knitwear. J. Blumenthal & Co. (importing distributor), 516 Mansion House, 132 Market St., Johannesburg. WTD 5/16/62.

Surinam

Socks, underwear, bathing suits for men, women, children. Pacific Trading Co., Ltd. (A. El Wanni) (wholesaler, retailer, importing distributor, commission merchant), P.O. Box 1009, Saramaccastraat 45, Paramaribo. WTD 5/24/62.

228 Yarn, Thread Mill Products

Germany

Cotton, synthetic yarns. Fritz Moll (manufacturer), 49 Albertstr., Wuppertal-Barmen. WTD 5/28/62.

229 Miscellaneous Textile Goods

Germany

Artificial leather. Hilbert KG (exporter, wholesaler, manufacturer), 22 Weitmarer Str., Wattenscheid. WTD 5/25/62.

Laces. Zdenko Dolinaj KG (wholesaler, importer), 14 Koernerstr., Stuttgart. WTD 5/24/62.

230 Apparel

Australia

Babies' children's wear. Direct purchase and agency. Gibbs Bros. (Agencies) Pty., Ltd. (importer, wholesaler), 22 City Rd., Sydney. WTD 11/22/61.

Netherlands Antilles

Wearing apparel of all types. Savaneta Store (retailer), Savaneta 92, Aruba. WTD 5/21/62.

Men's, women's clothing; all types. Venus Store (retailer, wholesaler), 79 Blvd. V. Zeppenfeldstraat, San Nicolas, Aruba. WTD 5/21/62.

Rhodesia, Nyasaland

Ladies', men's, boys' clothing. Direct purchase and agency. Solanki Bros. (Chingola), Ltd. (wholesaler, retailer), P.O. Box 143, Chingola, Northern Rhodesia. WTD 5/31/62.

South Africa

Infants' clothing. J. Blumenthal & Co. (importing distributor), 516 Mansion House, 132 Market St., Johannesburg. WTD 5/16/62.

Surinam

Readymade clothes, accessories for men, women, children, particularly bathing suits, handkerchiefs, belts. Pacific Trading Co., Ltd. (A. El Wanni) (wholesaler, retailer, importing distributor, commission merchant), P.O. Box 1009, Saramaccastraat 45, Paramaribo. WTD 5/24/62.

239 Miscellaneous Fabricated Textile Products

Saudi Arabia

Bath mats, toilet seat covers, bathroom towel sets. New Naamani Stores (retailer), P.O. Box 354, Jidda. WTD 12/20/56.

240 Lumber, Wood Products

Netherlands Antilles

Wood building materials: Yard lumber in southern pine, long leaf, mixed leaf; pressed particle boards, plywood; veneer; moldings; doors; trims; impregnated poles, timber. Petrona & Croes (Aruba) N.V. (contractor), Anasastraat 8, Dakota, Aruba. WTD 4/18/62.

241 Logging Camps and Logging Contractors

Germany

Logs of long-leaf pine, Carolina pine, Douglas fir, tupelo. Direct purchase and agency. Johann Doehmen (wholesaler, importer), 436-42 Krefelderstr., 405 Moenchengladbach. WTD 5/21/62.

242 Sawmill, Planing Mill Products

Germany

Hemlock boards of 9/8, 7/8, 5/8 in. thickness, width 7-14 in. length 13-17 ft., well edged, not infected by worms; square-edged hemlock lumber, well edged, not infected by worms. Direct purchase and agency. Johann Doehmen (wholesaler, importer), 436-42 Krefelderstr., 405 Moenchengladbach. WTD 5/21/62.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

Germany

Plywood, wood-chip boards. Direct purchase and agency. Johann Doehmen (wholesaler, importer), 436-42 Krefelderstr., 405 Moenchengladbach. WTD 5/21/62.

United Kingdom

★★ Oak molding for picture frames: J. Epstein & Co., Ltd., Bristol 5, Gloucestershire.

244 Wooden Containers

Cyprus

Wooden containers for packing citrus fruits. Direct purchase and agency. Phanos A. Papageorgis (importer, distributor, commission agent), 5 Protagoras St. (P.O. Box 229), Famagusta. WTD 5/18/62.

251 Household Furniture

Rhodesia, Nyasaland

Household furniture. Direct purchase and agency. Solanki Bros. (Chingola), Ltd. (wholesaler, retailer), P.O. Box 143, Chingola, Northern Rhodesia. WTD 5/31/62.

259 Miscellaneous Furniture, Fixtures

Germany

Tables, chairs for restraurants, snack bars. Kaeltomatic Inh. P. Reckermann KG (exporter, wholesaler), 50 Eigenstr., Duisburg. WTD 5/24/62.

262 Paper Mills

Cyprus

Paper for manufacture of multiwall paper bags for cement, fertilizers. H.T. Courtis, Ltd. (importer, retailer, wholesaler), P.O. Box 239, Famagusta. WTD 5/23/62.

264 Converted Paper and Paperboard Products

Belgium

Paper sticks for lollipops. Boom Belgimpex, P.V.B.A. (importer, exporter, wholesaler, sales agent), 20 Lambermontplaats, Antwerp. WTD 5/25/62.

Germany

Wallpaper specialities such as prepasted wallpaper, drama murals, scenics and wallpapers from wood. Heimann-Rottkamp KG (importer, wholesaler, retailer), 5 Markt or 111 Postfach, Dortmund. WTD 5/24/62.

Philippines

Stationery, other office supplies. Good-

will Trading Co., Inc. (importing distributor, manufacturer), 711-15 Rizal Ave., Manila. WTD 5/24/62.

265 Paperboard Containers, Boxes

New Zealand

Bonded fiber core for paint rollers, 7x 1½ in. diam. Heath's Utility Mops, Ltd. (manufacturer), 125 Albert St., Auckland C.1. WTD 5/23/62.

Saudi Arabia

Milk containers. Hassan Salman Adausary (also known as "National Contracting Co.," "Mercantile Marine Agency" (importer, retailer, wholesaler, manufacturer), P.O. Box 99, Dammam. WTD 5/19/62.

273 Books

Philippines

Textbooks, other school supplies. Goodwill Trading Co., Inc. (importing distributor, manufacturer), 711-15 Rizal Ave., Manila. WTD 5/24/62.

277 Greeting Card Manufacturing

Philippines

Greeting cards. Goodwill Trading Co., Inc. (importing distributor, manufacturer), 711-15 Rizal Ave., Manila. WTD 5/24/62.

280 Chemicals

Germany

Raw materials for paint, varnish industries, primarily solvents, artificial resins, pigments. Herbol-Werke-Herbig-Haarhaus AG (manufacturer), 198-226 Vitalisstr., Koeln-Bickendorf. WTD 5/25/62.

281 Industrial Chemicals

Cyprus

Industrial chemicals. Direct purchase and agency. Stelios Tryfon & Sons, Ltd. (importer, wholesaler, retailer, manufacturer's agent, manufacturer, commission agent), 5 Xanthis Xenierou Str., P.O. Box 618, Nicosia. WTD 7/16/60.

Italy

Proteinic foam for fire extinguishers. Faro Knock-Out (manufacturer), Via Privata M. Prestinari 14, Milan. WTD 2/8/62.

Netherlands Antilles

Concrete building materials: All additives, curing compound, form oil or sealer. Petrona & Croes (Aruba) N.V. (contractor), Anasastraat 8, Dakota, Aruba. WDT 4/18/62.

Pakistan

Chemicals for textile industry. Jack & Jill (commission merchant), 35 Montgomery Rd., P.O. Box 466, Lahore. WTD 5/28/62.

United Kingdom

★★ Chemical industry products. Marston Excelsior, Ltd., Ford Houses Works, Wobaston Rd., Wolverhampton.

282 Plastics Materials, Synthetic Resins, Rubber, Other Man-made Fibers

Germany

Nylon toothbrush bristles. Dr. Best GmbH (importer, manufacturer, wholesaler), 120 Schildergasse, Turmhaus/Neumarkt, Koeln a. Rh. WDT 5/24/62.

Plastic foils, sheets, tubes for use in motor vehicles. Hilbert KG (exporter, wholesaler, manufacturer), 22 Weitmarer Str., Wattenscheid. WTD 5/25/62.

Netherlands

Plastic matrix material in sheets for making matrices for manufacture of rubber printing plates, plastic material for making of thermosetting plates. "Terpo Rubber," Technische Rubberproducten Onderneming (manufacturer), 92 A Amersfoortsestraat, Soesterberg.

283 Drugs

Indonesia

Prednisone, drednisolone, meprobamate, methionin/vitamin, sulfasomidin, triamoinolone, tetracyclin, chloraphenicol, chlorpromazine, antazolin, chloroquin phosphate, reserpine, sulfamethoxydiazine. Dupa, P.T. Pharmaceutical & Chemical Industries (importer, manufacturer), Djalan Kalibata, Djakarta. WTD 11/18/60.

United Kingdom

★★ Drug, cosmetic colors. Williams (Hounslow), Ltd., Greville House, Hibernia Rd., Hounslow, Middlesex.

★★ Pharmaceuticals. Skip Co., Ltd., North Rd., Industrial Estate, Bridgend, Glamorgan.*

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Australia

Products for sanitation, building maintenance trade. Peerless Emulsion Products Pty., Ltd. (manufacturer, distributor), 173 Grange Rd., Fairfield, Melbourne.

Cyprus

Disinfectants. Direct purchase and agency. Phaedon G. Constantinides, Ltd. (importer, distributor, manufacturer's agent, commission agent), 21 Iphighenia St., P.O. Box 92, Limassol. WTD 5/24/62.

Germany

Cosmetics. Direct purchase and agency. Gustav Snoek (manufacturer, exporter, importer), Hittisheimer Str., Worblingen b. Singen/Hohentwiel. WTD 5/24/62.

Surinam

Perfume, cologne, toiletries, cosmetics. Pacific Trading Co., Ltd. (A. El Wanni) (wholesaler, retailer, importing distributor, commission merchant), P.O. Box 1009, Saramaccastraat 45, Paramaribo. WTD 5/24/62.

United Kingdom

★★ Cosmetics, toilet accessories. J. D. McClure & Partners, 59 Knightsbridge, London, S.W.1.

★★ Cleaning preparations, detergents, floor dressings, polishes. Skip Co., Ltd., North Rd., Industrial Estate, Bridgend, Glamorgan. ★

285 Paints, Varnishes, Lacquers, Enamels

Tanganyika

Auto lacquers, related products, other paints, road-marking paint; good quality suitable for tropical conditions. Direct purchase and agency. G. M. Sulemanji & Sons (importing distributor), P.O. Box 86, Dar es Salaam. WTD 5/26/62.

287 Agricultural Chemicals

Cyprus

Fertilizers. Direct purchase and agency. Stelios Tryfon & Sons, Ltd. (importer, wholesaler, retailer, manufacturer's agent, manufacturer, commission agent), 5 Xanthis Xenierou Str., P.O. Box 618, Nicosia. WTD 7/16/60.

Insecticides, fungicides. Direct purchase and agency. Phaedon G. Constantinides, Ltd. (importer, distributor, manufacturer's agent, commission agent), 21 Iphighenia St., P.O. Box 92, Limaasol. WTD 5/24/62.

Pakistan

Insecticides, pesticides for plant protection. Jack & Jill (commission merchant), 35 Montgomery Rd., P.O. Box 466, Lahore. WTD 5/28/62.

United Kingdom

★★ Chemically modified natural waxes, polishes, floor dressings. Skip Co., Ltd., North Rd., Industrial Estate, Bridgend, Glamorgan. ★

289 Miscellaneous Chemical Products

Iran

● Glue of various types, 92 tons (annual supply); bid deadline July 29. Iranian Tobacco Monopoly, Tehran. ★

307 Miscellaneous Plastics Products

Belgium

Small plastic ice cream spoons. Boom Belgimpex, P.V.B.A. (importer, exporter, wholesaler, sales agent), 20 Lambermontplaats, Antwerp. WTD 5/25/62.

Germany

Laminated plastic panels, doors. Direct purchase and agency. Johann Doehmen (wholesaler, importer), 436-42 Krefelderstr., 405 Moenchengladbach. WTD 5/21/62.

Plastic teaching articles for schools. Wolfgang Specht (importing distributor, exporter), 113 Elberfelderstr., Hagen/Westfalen. WTD 5/23/62.

Plastic fittings, articles, particularly for use in motor vehicles. Hilbert KG (exporter, wholesaler, manufacturer), 22 Weitmarer Str., Wattenscheid. WTD 5/25/62.

Tough, flexible thermoplastic fabrics. Herlag Holzwarenfabrik KG (manufacturer), 1 Gruener Weg, Beverungen/Weser. WTD 5/28/62.

Netherlands

Plastic packaging materials. Direct purchase and exclusive agency. A. Q. Kolff (importer, agent), 11 Sparrenlaan, Epe (Gld).

South Africa

Heavy plastic serving trays for hotels, restaurants. Hoffman's Wholesale (Pty.), Ltd., 41 Riebeeck St., P.O. Box 1730, Cape Town. WTD 10/20/60.

Trucial States

Plastic wall, floor coverings. Ahmed Bin Ali Alowais (importer, retailer, exporter, wholesaler), P.O. Box 146, Dubai. WTD 5/20/62.

United Kingdom

★★ Plastic fittings for metal containers. Phillips Telescopic Taps, Ltd., Colliery Works, Birmingham Rd., West Bromwich, Staffordshire. ★

307 Miscellaneous Plastics Products

United Kingdom

★★ Laminated fiber glass. Marston Excelsior, Ltd., Ford Houses Works, Wobaston Rd., Wolverhampton.

311 Leather Tanning, Finishing

Cyprus

Shoe leather. Direct purchase and

agency. Stelios Tryfon & Sons, Ltd. (importer, wholesaler, retailer, manufacturer's agent, manufacturer, commission agent), 5 Xanthis Xenierou Str., P.O. Box 618, Nicosia. WTD 7/16/60.

313 Boot, Shoe Cut Stock, Findings

Cyprus

Leather soles, other material for shoe industry such as heels, glue, tacks, strings, fibers, canvas, shoelaces, cloths. Direct purchase and agency. Stelios Tryfon & Sons, Ltd. (importer, wholesaler, retailer, manufacturer's agent, manufacturer, commission agent), 5 Xanthis Xenierou Str., P.O. Box 618, Nicosia. WTD 7/16/60.

314 Footwear

England

Footwear of all sorts. Direct purchase and agency. Geo. Wehry & Co. (England), Ltd. (importer), Canada House, 3 Chepstow St., Manchester 1. WTD 5/28/62.

317 Handbags, Other Personal Leather Goods

Netherlands

All types of eyeglass cases. Direct purchase and agency. C. Reterink (importing distributor), 68 Nijmeegsebaan, Nijmegen.

322 Glass, Glassware

Saudi Arabia

Milk bottles. Hassan Salman Adausary (also known as "National Contracting Company," "Mercantile Marine Agency") (importer, retailer, wholesaler, manufacturer), P.O. Box 99, Dammam. WTD 5/19/62.

326 Pottery

Netherlands Antilles

Vitreous china, semivitreous pottery plumbing fixtures, accessories. Petrona & Croes (Aruba) N.V. (contractor), Anasastraat 8, Dakota, Aruba. WTD 4/18/62.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

Germany

Soundproofing tiles of various materials. Direct purchase and exclusive agency. Neue Baustoffe Hoting & Co. (importer, wholesaler, sales agent), 55 Beim Industriehafen, Bremen. WTD 5/17/62.

Netherlands Antilles

Steel reinforcing, welded fabric, fencing. Petrona & Croes (Aruba) N.V. (contractor), Anasastraat 8, Dakota, Aruba. WTD 4/18/62.

331 Steel Mill Products

India

● Steel materials, including sheets, plates, flats, mild steel flats, plates, channels; tender S-28 of 1962, bid deadline 2 p.m. July 20. Director, Railway Stores, Railway Board, Ministry of Railways, New Delhi. Tender documents available from India Supply Mission (ref. D/ENQ/476), 2536 Mass. Ave., NW., Washington 8, D.C., for $2.10 per set, not refundable.

Pakistan

● Seamless steel casing pipe threaded on both ends, 8 threads per in., each pipe 12-15 ft. long: 1,200 long ft. 13 in. internal diam., 600 long ft. 6 in. internal diam.; tender P-10(Q)/D5/58(P-7), bid deadline June 30. Chief Controller of Purchase, Pakistan Western Railway, Lahore. ★

Iron, steel. Jack & Jill (commission merchant), 35 Montgomery Rd., P.O. Box 466, Lahore. WTD 5/28/62.

● Steel boiler tubes, 27,166, cold drawn with trimmed ends, or 2,325 cold drawn steel flue tubes, superheating with trimmed ends; tender PIL/17/1-62, bid deadline July 12. Chief Controller of Purchase, Pakistan Western Railway, Lahore. ★

● Steel boiler tubes, 1,102, 2⅛ in. OD x 2 in. ID x 16 ft. 7½ in.; steel tubes, cold drawn, seamless boiler flues, 210, 5⅝ in. OD x 16 ft 7½ in.; tender P6/EA1/MG/27/61/ACST/MAWD, bid deadline July 3. Chief Controller of Stores, Pakistan Eastern Railway, Pahartali, Chittagong. ★

342 Cutlery, Handtools, General Hardware

Malaya

Locks, hinges, door fittings. Direct purchase and agency. United Malaya Commercial, Ltd. (importing wholesaler, commission agent, manufacturer's representative), 43/53 Penang Rd., Penang. WTD 2/15/62.

Netherlands

Metal or plastic clamps, other fixtures for industrial use. Direct purchase on exclusive basis for Netherlands, Surinam, Netherlands Antilles. N.V. Handelmaatschappij Douwes (importing distributor), 3 Noordwal, The Hague. WTD 2/14/61.

All types of manicure equipment. Direct purchase on exclusive basis. Jac. Swaan (importing distributor), 75 Jacob Masselstraat, The Hague.

Netherlands Antilles

Builder's hardware for windows, doors. Petrona & Croes (Aruba) N.V. (contractor), Anasastraat 8, Dakota, Aruba. WTD 4/18/62.

United Kingdom

★★ Garage tools, Marron Machine, Ltd., 2 Newark Parade, Watford Way, Hendon, London, N.W. 4.

★★ Handtools. Direct purchase and agency. T. Williams (drop forgings & tools), Ltd., Tilton Rd., Birmingham. ★

343 Heating Apparatus, Plumbing Fixtures

Netherlands Antilles

Plumbing fixtures, fittings, accessories; metal, plastic, other pipes, fittings. Petrona & Croes (Aruba) N.V. (contractor), Anasastraat 8, Dakota, Aruba. WTD 4/18/62.

United Kingdom

★★ Oil burners. Bloxwich Lock & Stamping Co., Ltd., Alexander Works, Bloxwich, near Walsall, Warwickshire. ★

★★ Heating equipment. Birwelco Ltd., Chester St., Aston, Birmingham.

★★ Heat exchangers. W. G. Cannon & Richard Crittal & Co., Ltd., 67 Queen St., Cardiff.

344 Fabricated Structural Metal Products

Netherlands Antilles

Structural steel, metal doors, windows for all types of buildings. Petrona & Croes (Aruba) N.V. (contractor), Anasastraat 8, Dakota, Aruba. WTD 4/18/62.

United Kingdom

★★ Heat exchangers. W. G. Cannon & Sons, Ltd., Deerpark Rd., off Lombard Rd., Merton, London, S.W.19.

345 Screw Machine Products, Bolts, Nuts, Screws, Rivets, Washers

Malaya

Screws, bolts, nuts. Direct purchase and agency. United Malaya Commercial, Ltd. (importing wholesaler, commission agent, manufacturer's representative), 43/53 Penang Rd., Penang. WTD 2/15/62.

349 Miscellaneous Fabricated Metal Products

Mexico

Needle angle valves. Direct purchase and agency. Talleres Klein (manufacturer) Dr. Garciadiego 208, Mexico 8 D.F. WTD 6/1/62.

Netherlands

Packaging materials of aluminum, various foils; caps. Direct purchase and exclusive agency. A. Q. Kolff (importer, agent), 11 Sparrenlaan, Epe (Gld).

351 Engines, Turbines

Nigeria

● Supply erection of horizontal gas turbine, open-cycle type, coupled to 20,000 kw. alternator generating at 11,000 v., all necessary unit auxiliaries; contract 1033/201, bid deadline July 9. Tender documents available from Resident Engineer, Electricity Corp. of Nigeria, Adelphi, John Adam St., London, W.C.2, for about $64.25 (WA£25). ★

352 Farm Machinery, Equipment

Pakistan

Agricultural machinery. Jack & Jill (commission merchant), 35 Montgomery Rd., P.O. Box 466, Lahore. WTD 5/28/62.

353 Construction, Mining, Materials Handling Machinery, Equipment

Australia

All types of coal-mining machinery; underground belt conveyors of 200 hp. and up. Parbury Henty (Mining) Pty., Ltd. (importing distributor, manufacturing engineer), 379-81 Kent St., Sydney.

India

● Batching plants, 2, capacity 40-50 cu. yd. per hour (mix concrete in 2 cu. yd. batches); tender 170/Beas/PR/4049/Global, bid deadline July 9. Superintending Engineer, Procurement Circle, P.O. Nangal Township, Dist. Hoshiarpur, Punjab. Brief specifications available from India Supply Mission (ref. D/ENQ/465), 2536 Mass. Ave., NW., Washington 8, D.C.

Crane, 2-ton capacity, industrial tractor mounted, nonslewing, hydraulically operated. Britannia Engineering Co., Ltd. (manufacturer), McLeod House, 3 Netaji Subhas Rd., Calcutta 1. WTD 10/12/61.

● One fork-lift truck with lifting capacity about 6,000 lb. at 26 in. load center; tender 171/Beas/PR/4056/Global, bid deadline July 20 (ref. D/ENQ/469). Superintending Engineer, Procurement Circle, P.O. Nangal Township, Dist. Hoshiarpur, Punjab.

Brief specifications available from India Supply Mission (ref. D/ENQ/469), 2536 Mass. Ave., NW., Washington 8, D.C.

★ Sheepsfoot tamping rollers, 7; tender 171/Beas/PR/4101/Global, bid deadline July 20. Superintending Engineer, Procurement Circle, P.O. Nangal Township, Dist. Hoshiarpur, Punjab. Brief specifications available from India Supply Mission (ref. D/ENQ/472), 2536 Mass. Ave., NW., Washington 8, D.C.

● Portable steam-cleaning units, 4, for use in heavy repair, maintenance workshop for earthmoving, other allied construction equipment, complete with heating coil, solution tank, 220 v. a.c. supply; tender 171/Beas/PR/4055/Global, bid deadline July 20. Superintending Engineer, Procurement Circle, P.O. Nangal Township, Dist. Hoshiarpur, Punjab. Brief specifications available from India Supply Mission (ref. D/ENQ/468), 2536 Mass. Ave., NW., Washington 8, D.C.

● Towed scrapers, 25, with struck capacity 14-16 cu. yd. suitable for working behind 190 hp. crawler tractor; tender Project/997-N/I, bid deadline Aug. 9. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Tender documents available from India Supply Mission (ref. D/ENQ/475), 2536 Mass. Ave., NW., Washington 8, D.C. for $2.10 per set, not refundable.

Iraq

● Front lift trucks, 6 heavy duty with capacity 7 tons; tender 114/62, bid deadline July 25. Terms, conditions available from Purchase & Tender Office, Iraqi Ports Administration, Basra; or Inspectorate General, Ports & Navigation, Ministry of Communications, Baghdad, for $2.80 (1 dinar); additional $.70 must be added to cover airmail costs.★

Pakistan

Earthmoving machinery. Jack & Jill (commission merchant), 35 Montgomery Rd., P.O. Box 466, Lahore. WTD 5/28/62.

United Kingdom

★★ Gravity tip, side discharge dumpers, 4-wheel drive, to 2 long tons; dump trailers, detachable crane skips; agent should be prepared to service. Thwaites Engineering Co., Ltd., Cubbington, Leamington Spa, Warwickshire.★

★★ Crane, hoist equipment, Reed Crane & Hoist Co., Ltd. (division of Harper Engineering Electronics, Ltd.), Foundry Lane, Bristol 5, Gloucestershire.

354 Metalworking Machinery

Germany

Single spindle chucking automatic lathes for machining castings up to 400 mm. diam. Hermann Irle GmbH (manufacturer), Deuz, Kreis Siegen/Westfalen. WTD 5/23/62.

Greece

● High accuracy automatic lathes, estimated value $5,000; tender PAP/440, bid deadline July 19. Public Power Corp. (PPC), Athens-Piraeus Div., 4 Coral St., Athens. If tender awarded U.S. firm, procurement will be charged against AID Procurement Authorization. ★

India

● Automatic pipe, bolt threading machines, 4, self-motorized, complete with dieheads for 400/440 v., 3 ph., a.c. current; tender 171/Beas/PR/4051/Global, bid deadline July 20. Superintending Engineer, Procurement Circle, P.O. Nangal Township, Dist. Hoshiarpur, Punjab. Brief specifications available from India Supply Mission (ref. D/ENQ/466), 2536 Mass. Ave., NW., Washington 8, D.C.

● Vertical hydraulic service press, 100 ton capacity, hand operated, multipurpose unit for miscellaneous jobs, 72 x 42 x 30 in.; tender 171/Beas/PR/4054/Global, bid deadline July 20. Superintending Engineer, Procurement Circle, P.O. Nangal Township, Dist. Hoshiarpur, Punjab. Brief specifications available from India Supply Mission (ref. D/ENQ/467), 2536 Mass. Ave., NW., Washington 8, D.C.

Netherlands

Welding sets, spot welding equipment, electric tools. Ehrbecker's Lastechnische en Industriele Onderneming N.V. (importer, wholesaler), 45 Hondiusstraat, Rotterdam 3. WTD 5/15/62.

United Kingdom

★★ Piercing punches, die button, sleeve supporters. Bloxwich Lock & Stamping Co., Ltd., Alexander Works, Bloxwich, near Walsall, Warwickshire. ★

★★ Machine tools. Embassy Machine Tool Co., Ltd., 248 Watford Way, London, N.W.4.

★★ Portable tools, electric drills. Marron Machine, Ltd., 2 Newark Parade, Watford Way, Hendon, London, N.W.4

★★ Dies for sheet metal work. Multistage Press Tool Co., Ltd., Carters Factory Site, Alexandra Rd., Ponders End, Middlesex.

★★ Welding equipment for automotive industry. Weathershields, Ltd., 151 Bishop St., Birmingham 5.

★★ Small power tools. Direct purchase and agency. T. Williams (drop forgings & tools), Ltd., Tilton Rd., Birmingham 9. ★

355 Special Industry Machinery

Australia

Packaging equipment for milk, cream, ice cream, dairy products. Queensland United Foods, Ltd. (manufacturer, bottler, distributor), Montague Rd., South Brisbane, Queensland. WTD 3/13/62.

Cyprus

Machinery for manufacture of multiwall paper bags for cement, fertilizers. H.T. Courtis, Ltd. (importer, retailer, wholesaler), P.O. Box 239, Famagusta. WTD 5/23/62.

Ecuador

Package plant for manufacture of plywood; machinery to produce 400 sheets of 4 x 8 x ¼ ft./in. an 8-hour working day or 1,000 sheets every 24 working hours; size of debarking lathe: Turning capacity of 1.60 m., with accessory to work at half turn; wood-fired boiler for steam; electrical power capacity 300 kw.-hr., 220 v., 60-c. Alvarez Barba Hrnos. & Cia. (importer, exporter), P.O. Box 567, Quito. WTD 5/2/61. Requests telegraphic responses.

France

Equipment for graphic arts. Ets. E. Seveau, S.A. (importer), 19 rue de Lisbonne, Paris 8. WTD 4/24/61.

Germany

Machines for paint production such as rolling, stirring machines. Herbol-Werke-Herbig-Haarhaus AG (manufacturer), 198 - 226 Vitalisstr., Koeln - Bickendorf. WTD 5/25/62.

India

● Centrifugal rebabbitting machines, 2; tender 171/Beas/PR/673/Global, bid deadline July 20. Superintending Engineer, Procurement Circle, P.O. Nangal Township, Dist. Hoshiarpur, Punjab. Brief specifications available from India Supply Mission (ref. D/ENQ/473), 2536 Mass. Ave., NW., Washington 8, D.C.

Indonesia

Equipment to capsule cod-liver oil; manufacture vials, capsules, ampules for antibiotics; manufacture adhesive tapes, dressings. Dupa, P.T. Pharmaceutical & Chemical Industries (importer, manufacturer), Djalan Kalibata, Djakarta. WTD 11/18/60.

Iraq

● Woodworking machines, 8 all purpose capable of utilization as planer, thicknesser, saw, spindle molder, sliding table for squaring and tenoning works, including grinding attachment and mortiser, powered by not less than 3 hp. motor designed to operate on 3-ph. 380 v. a.c. current; tender DME/7, bid deadline July 9. Terms, specifications available from Directorate of Contracts & Purchases, Ministry of Defense, Baghdad, for $1.40.★

Korea

● Casting machine, automatic, capacity casting type, 3-18 pt., complete with standard accessories including a.c. electric motor ¼ hp., 3 sets; mold for type-casting machine, attachments; letter-printing press with chain delivery hand feed system, type bed approx. 40½ x 45½ in., complete with standard accessories, 3 hp. motor, a.c. 3 ph. 200-220 v. 50-60 c., 1 set; letter-printing press with chain delivery hand feed system, type bed approx. 32 x 33¼ in., complete with accessories, 2 hp. motor, 4 sets; high-speed paper cutter, cutting length 34 in.; automatic wire stitcher; estimated value $36,150; tender KFX-2051-S, bid deadline 10 a.m. July 10. Office of Supply, Government Republic of Korea, Seoul. Terms, specifications available from Chung Soo Park, Procurement Officer, Korean Embassy, 2322 Mass. Ave., NW., Washington 8, D.C. ★

New Zealand

● Automatic book trimmer, 3-knife, maximum size trimmed 16 x 11 in., min. size trimmed 3⅛ x 2 in., height of pile 4¾ in., electrical supply 400 v., 3 ph., 50 c.; tender 4194, bid deadline noon June 30. New Zealand Printing Office, Waterloo Quay, Wellington. Copies of specification available from New Zealand Senior Trade Commissioner, 1145 19th St., N.W., Washington 6, D.C. ★

Pakistan

Brewery machinery. Jack & Jill (commission merchant), 35 Montgomery Rd., P.O. Box 466, Lahore. WTD 5/28/62.

Saudi Arabia

Machinery for preparing milk, yogurt from milk powder. Hassan Salman Adausary (also known as "National Contracting Co.," "Mercantile Marine Agency") (importer, retailer, wholesaler, manufacturer), P.O. Box 99, Dammam. WTD 5/19/62.

Switzerland

Automatic injection molding machinery, extrusion machinery. Direct purchase and agency. Baur, Stieger & Co. (importing distributor, manufacturer's agent), Oberer Graben 3, P.O. Box 1206, St. Gall. WTD 4/2/62.

United Kingdom

★★ Chromatographs. Evershed & Vignoles, Ltd., Acton Lane Works, London, W.4

★★ Machinery for export packing; standard, refrigerated; also technical information. Sanlinea Industrial Services, Ltd., Colchester Ave., Cardiff, Glamorganshire.

Taiwan

● Complete burley leaf dipping, wringing, toasting plant, capacity 150 kg. or more burley tobacco per hour; tender GFB-11949, bid deadline July 10. Purchasing Dept., Central Trust of China, 68 Yen Ping Nan Rd., Taipei. ★

356 General Industrial Machinery, Equipment

Germany

Machine to fill, pack varnishes. Herbol-Werke-Herbig-Haarhaus AG (manufacturer), 198-226 Vitalisstr., Koeln-Bickendorf. WTD 5/25/62.

Greece

Air compressors for roadbuilding ma-

chinery. Direct purchase and agency. Mechanotechnical-Commercial Co. (importing distributor), 7 Palaion Patron Germanou St., Athens. WTD 8/9/61.

● Ball bearings for railcars, 1,067, estimated value $10,000; bid deadline July 19. Peloponnesus Railroad (SPAP), 1 Carolou St., Athens. If tender awarded U.S. firm, procurement will be charged against AID procurement authorization. ★

India

● Reciprocating pumps for lifting grout, air-operated, horizontal, double acting; tender 173/Beas/PR/4218/Global, bid deadline July 9. Superintending Engineer, Procurement Circle, P.O. Nangal Township, Dist. Hoshiarpur, Punjab. Brief specifications available from India Supply Mission. (ref. D/ENQ/464), 2536 Mass. Ave., NW., Washington 8, D.C.

Iraq

● Automatically operated compressors, 3, for use in repair garage; tender 109/62, bid deadline July 4. Terms, specifications available from Purchase & Tender Office, Iraqi Ports Administration, Basra; or Inspectorate General, Ports & Navigation, Ministry of Communications, Baghdad, for $2.80 (1 dinar), plus $.70 to cover airmail cost. ★

Netherlands

Packaging machinery. Direct purchase and agency. A. Q. Kolff (importer, agent), Sparrenlaan 11, Epe (Gld.).

Norway

Ozone generators for air-conditioning systems in commercial buildings, bomb shelters. Alfsen & Gunderson, Ingeniorer (importing distributor, contracting engineer, manufacturer's agent), 1 Staalverksveien, Oslo. WTD 3/26/62.

United Kingdom

★★ Ventilating equipment. W. G. Cannon & Sons, Ltd., Deerpark Rd., off Lombard Rd., Merton, London, S.W.19.

★★ Dust collecting at source of emersion. Dunford & Elliott Process Engineering, Ltd., 143 Maple Rd., Surbiton, Surrey.

★★ Electric heating, ventilating equipment. Fenton Byrn & Co., Ltd., Armfield Close, West Molesey, Surrey.

★★ Transmissions. J. Stone & Co., Orklaw Rd., Deptford, London, E.

★★ Assembly equipment for automobile industry. Weathershields, Ltd., 151 Bishop St., Birmingham 5.

★★ Ventilating equipment. Richard Crittall & Co., Ltd., 67 Queen St., Cardiff.

358 Service Industry Machines

Australia

Building maintenance equipment, machinery. Peerless Emulsion Products Pty., Ltd. (manufacturer, distributor), 173 Grange Rd., Fairfield, Melbourne.

Germany

Commercial refrigerating equipment. Kaeltomatic Inh. P. Reckermann KG (exporter, wholesaler), 50 Eigenstr., Duisburg. WTD 5/24/62.

Iraq

● Supply, erection of swimming pool water filtration equipment for installation in "Peoples' Stadium" in Baghdad; bid deadline July 18. Terms, specifications available from Ihsan Sherzad, Iraqi Representative, Gulbenkian Foundation, Akrawi Bldg., Al-Kifah St., Baghdad; or Calouste Gulbenkian Foundation, Lisbon, Portugal, for $14 (5 dinars). Deposit of 3% of total amount quoted or bank guarantee for same amount. Tenders may be submitted to either address.

Norway

Domestic humidifiers, preferably with centrifugal atomizer; 220 v. a.c., 50 c. A/S Lemkuhl (importing distributor), 3 Nedre Vollgate, Oslo. WTD 6/26/61.

Southwest Africa

Domestic, industrial air-conditioning equipment; industrial refrigeration equipment. Elektro-Hinsch (Pty.), Ltd. (importing distributor, manufacturer), Kaiser St., P.O. Box 1544, Windhoek.

Switzerland

Air-conditioning plants, refrigeration installations. Direct purchase and agency. Heag AG (manufacturer, importer), 31 Optingenstr., Bern. WTD 5/25/62.

United Kingdom

★★ Commercial air-conditioning systems. Bloxwich Lock & Stamping Co., Ltd., Alexander Works, Bloxwich, near Walsall, Warwickshire. ★

★★ Air-conditioning equipment. Fenton Byrn & Co., Ltd., Armfield Close, West Molesey, Surrey.

★★ Supply, installation of refrigeration equipment. Lightfoot Refrigeration Co., Abbeydale Rd., Wembley, Middlesex.

★★ Equipment to manufacture air filtering, coil heating and cooling, air washer machinery. Matthews & Yates, Ltd., 135 Rye Lane, London, S.E.15. ★

★★ Air-conditioning equipment. Birwelco, Ltd., Chester St., Aston, Birmingham.

★★ Air-conditioning, equipment. Birfans, Ltd., Hirwaun Industrial Estate, Aberdare, Glamorganshire.

359 Miscellaneous Machinery, Except Electrical

United Kingdom

★★ Equipment for garages. Trimcel, Ltd., Temple Way, Bristol 1, Gloucestershire.

360 Electrical Machinery, Equipment, Supplies

Southwest Africa

Domestic, industrial electrical distribution material, accessories. Elektro-Hinsch (Pty.), Ltd. (importing distributor, manufacturer), Kaiser St., P.O. Box 1544, Windhoek.

Greece

● Electronic measuring instruments, including HF, LF generators, volt meters, level tracers, frequency counters, telegraph distortion measuring sets, resistor boxes, capacitor boxes; estimated value $30,000; tender 5930, bid deadline July 19. Greek Telecommunications Organization (OTE), 4 Sophocleous St., Athens. If tender awarded U.S. firm, procurement will be charged against AID procurement authorization. ★

● Oil circuit breakers 22 kv., 85; estimated value $710,000; tender PAP/460, bid deadline July 20. Public Power Corp. (PPC), Athens-Piraeus Div., 4 Corai St., Athens. If tender awarded U.S. firm, procurement will be charged against AID procurement authorization. ★

New Zealand

● Transformer bank, one 30,000 kv.-a. 110/33 kv., for Napier Substation; contract 406, bid deadline 4 p.m. July 31. Secretary, Tenders Committee, New Zealand Electricity Dept., Wellington. Copies of specification available from New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington 6, D.C. ★

Taiwan

● Transformers, including 2 1,000 kv.-a. 3-ph. oil-insulated air-cooled outdoor power with load tap changer for 33,000 delta-480Y/277 v., 3 50 kv.-a. single ph. dry type indoor transformers rated 480-120/240 v.; tender GF3B-10441-B, bid deadline July 6. Primary switches, lightning arresters, including 3 34.5 kv. outdoor load break fused gang-operated switches, 18 fuses, 3 station-type lightning arresters for 34.5 kv. 60 c. power system; tender GF3B-10441-C, bid deadline July 5. Purchasing Dept., Central Trust of China, 68 Yen Ping Nan Rd., Taipei. ★

362 Electrical Industrial Apparatus

Australia

● One 50 c. synchronous motor for Cine Kodak 16 mm. camera; schedule C.8986, bid deadline 3 p.m. Aug. 21. Controller, Stores & Contracts, Postmaster General's Dept., 114 Russell St., Melbourne, C.1. ★

India

● One automatic welding machine for rebuilding of wornout idlers and rollers, electric supply 400/440 v., 3 ph., a.c., 50 c.; tender 171/Beas/PR/4058/Global, bid deadline July 20. Superintending Engineer, Procurement Circle, P.O. Nangal Township, Dist. Hoshiarpur, Punjab. Brief specifications available from India Supply Mission (ref. D/ENQ/470), 2563 Mass. Ave., NW., Washington 8, D.C.

● One electrically driven press brake complete with electric motor, other ancilliary equipment; tender 171/Beas/FR/4059/Global, bid deadline July 20. Superintending Engineer, Procurement Circle, P.O. Nangal Township, Dist. Hoshiarpur, Punjab. Brief specifications available from India Supply Mission (ref. D/ENQ/471), 2536 Mass. Ave., NW., Washington 8, D.C.

Iran

● Sandblasting machine, turbine type, diam. of circular plate 1,200-1,400 mm., height of sprinkler min. 300 mm., existing voltage 220/380 v., 3-ph. 50 c.; bid deadline July 24. Armament Dept., Imperial Iranian Army, DT/Sec., Jale Ave., Tehran. ★

Netherlands

Welding sets, spot-welding apparatus. Ehrbecker's Lastehnische en Industriele Onderneming N.V. (importer, wholesaler), 45 Hondiusseraat, Rotterdam 3. WTD 5/15/62.

United Kingdom

★★ Transducers, modules, servounits, color alarms, viscosity sensors. Livingston Laboratories, Ltd., 31 Camden Rd., London, N.W.1.

★★ Welding equipment for automobile assembly. Weathershields, Ltd., 151 Bishop St., Birmingham 5.

363 Household Appliances

Germany

Refrigerators. Kaeltomatic Inh. P. Reckermann KG (exporter, wholesaler), 50 Eigenstr., Duisburg. WTD 5/24/62.

Netherlands

Electric household equipment, particularly deluxe items; 220 v. a.c., 50 c. Direct purchase on exclusive basis. Handelsonderneming Video (importing distributor, manufacturer), 2-4 Anderiessenhof, Amsterdam-W. WTD 5/9/62.

Rhodesia, Nyasaland

Domestic electric equipment. Direct purchase and agency. Solanki Bros. (Chingola), Ltd. (wholesaler, retailer), P.O. Box 143, Chingola, Northern Rhodesia. WTD 5/31/62.

Southwest Africa

Refrigerators. Elektro-Hinsch (Pty.), Ltd. (importing distributor, manufacturer) Kaiser St., P.O. Box 1544, Windhoek.

Electric domestic appliances. Elektro-Hinsch (Pty.), Ltd. importing distributor, manufacturer), Kaiser St., P.O. Box 1544, Windhoek.

Switzerland

Electric household appliances. Direct purchase and agency. Heag A.G. (manufacturer, importer), 31 Optingenstr., Bern. WTD 5/25/62.

364 Electric Lighting, Wiring Equipment

Germany

Electrical installation materials of steel, plastic. Duve & Co. (manufacturer, importing distributor), 25 Banhofstr., Neuenrade/Westfalen. WTD 5/28/62.

Electrical light bulbs; fluorescent tubes; tungsten filament, 15-1,000 w., 220-230 v. Ernst August Ebeling (importing distributor), 7 Plantage, Bremen. WTD 5/11/62.

Greece

● Street-lighting fixtures, 600 suitable for 1 corrected color high pressure mercury lamp of 80 or 125 w.; 400 high pressure mercury lamps corrected color of 125 w.; 400 high pressure mercury lamps corrected color of 80 w.; estimated value $24,000; bid deadline July 17. Municipality of Athens, Electrical Div., Athens. If tender awarded U.S. firm, procurement will be charged against AID procurement authorization. ★

365 Radio, Television Sets

Germany

Radio, television sets; sound-recording, reproduction devices; record players, changers, portable record players; musical automators; electric pickups; phonograph records; magnetophonic tapes. Direct purchase and agency. Moellenhoff & Kruse GmbH (wholesaler, manufacturer, retailer), 123 Bergstr., 58 Hagen/Westfalen. WTD 12/19/61.

Norway

Recording tapes; hi-fi, others. Direct purchase and agency. Egil Monn Iversen A/S (importing distributor, manufacturer), 20 Malerhaugveien, Oslo. WTD 3/7/62.

United Kingdom

★★ Full range of 33⅓ r.p.m. equipment, records, accessories. J. D. McClure & Partners, 59 Knightsbridge, London, S.W.1.

366 Communication Equipment

India

● Ground component of UHF distance measuring equipment; tender SE-510, bid deadline July 10. Ground station selective calling equipment; tender SE-511, bid deadline July 12. Long-range VHF air/ground voice communication system; tender SE-512, bid deadline July 16. Terms, specifications available free from India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C. Equipment for use by Director General Civil Aviation, New Delhi.

Netherlands

Small radar apparatus (true motion); radio receivers, senders for small ships. R. Neeter (importing distributor), 14 Pernesstraat, Castricum.

367 Electronic Components, Accessories

United Kingdom

★★ Military electronics. Telecommunications Div., Plessey Co., Ltd., Ilford, Essex.

★★ Electronic control devices such as analog amplifiers, solid state multipliers. Livingston Control, Ltd., Retcar St., London, N.19.

★★ Electronics components. Wilmot Breedon, Ltd., Birmingham.

369 Miscellaneous Electrical Machinery, Equipment, Supplies

Korea

● Complete unit, single rotating teletherapy, for moving or fixed field deep therapy by X-ray of Cobalt 60 or Caesium 137; estimated value $84,823.64; tender KFX-2053-S (PR 62-33), bid deadline 10 a.m. July 18. Office of Supply, Government of Republic of Korea, Seoul. Terms, specifications available from Chung Soo Park, Procurement Officer, Korean Embassy, 2322 Mass. Ave., NW., Washington 8, D.C. ★

371 Motor Vehicles, Equipment

Germany

Leaf springs, spiral springs, all other types of springs for motor vehicles. Westdeutsche Federnzentrale Wachenfeld & Co. (exporter, wholesaler), 8 Rehsieperweg, Hagen-Haspe/Westf. WTD 5/28/62.

Mexico

Used heavy-duty clutch pressure plates, spare parts. Cloches y Balatas Morgan Whitley Monterrey (importer), Washington Oriente 948, Monterrey, Nuevo Leon. WTD 1/10/62.

United Kingdom

★★ Auto parts. Trimcel, Ltd., Temple Way, Bristol 1, Gloucestershire.

372 Aircraft, Parts

Germany

Airplanes: 1 and 2 motor planes for sportsmen, business executives. Direct purchase and agency. Dortmunder Luftfahrt-Gesellschaft Hengsbach & Co. KG (aviation company), 45 Saarlandstr., Dortmund. WTD 5/2/62.

373 Ship, Boat Building, Repairing

Netherlands

Boating equipment. Direct purchase and agency. N.V. Watersport (manufacturer's agent, manufacturer), Amstelveenseweg 752, Amsterdam.

379 Miscellaneous Transportation Equipment

Germany

House trailers. Direct purchase and agency. Johann Doehmen (wholesaler, importer), 436-42 Krefelderstr., 405 Moenchengladbach. WTD 5/21/62.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Germany

Controls, regulators for heat, refrigeration. Ernst Flitsch (manufacturer, exporter), 62 Stuttgarter Str., Fellbach/Wuerttemberg. WTD 5/14/62.

India

● Permeability testing apparatus, 6, and 3 triaxial shear testing machines; tender 177/Beas/PR/1047/Global, bid deadline July 30. Superintending Engineer, Procurement Circle, P.O. Nangal Township, Dist. Hoshiarpur, Punjab. Brief specifications available from India Supply Mission (ref. D/ENQ/474), 2536 Mass. Ave., NW., Washington 8, D.C.

Iran

● Water meters, preferably piston or turbine, either type with rotary counters, 1,000 ¾ in., 2,000-3,000 1 in., 300-400 1½ in., 200 2 in., heavy duty; will probably have to be supplied to meet thread manufactured to foreign (DIN, B.S. or ISO) specifications rather than to ASTM; bid deadline not specified. Price quoted should include c.i.f. Khorramshahr. Tender documents available from Engineer Asghar Maleli, Director of Khorramshahr Water Board, Khorramshahr City Hall, Khorramshahr.

Switzerland

Thermostats used by plastic industry. Direct purchase and agency. Baur, Stieger & Co. (importing distributor, manufacturer's agent), Oberer Graben 3, P.O. Box 1206, St. Gall. WTD 4/2/62.

United Kingdom

★★ Pressure transducers. Livingston Control, Ltd., Retcar St., London, N.19.

★★ Controls. Walker Crosweller & Co., Ltd., Whaddon Works, Cheltenham.

★★ Liquid level controls, temperature sensors, recording type devices. Direct purchase and agency. Gloucester Controls, Ltd., Eastern Ave., Gloucester, Gloucestershire.

383 Optical Instruments, Lenses

Rhodesia, Nyasaland

Optical lenses, instruments, binoculars. Yoell & Guard (Sales) (Pvt.), Ltd. (retailer), 78 Manica Rd., Salisbury, Southern Rhodesia.

384 Surgical, Medical, Dental Instruments, Supplies

Germany

Medical equipment for pediatricians. Franz Heinen KG (manufacturer's agent), 15 Baumschulallee, Bonn. WTD 7/31/61.

Hypodermic needles, catheters, syringes made of plastic, sterile blood lancets, other medical instruments. Johann Lennartz (importing distributor), Hallerstr. 5e, Hamburg 13.

Netherlands

Health lamps for vitamin D, tans. Direct purchase and agency. N.V. Montreux (importer, exporter, general trader), 197 O.Z. Achterburgwal, Amsterdam.

385 Ophthalmic Goods

Rhodesia, Nyasaland

Optical frames, novelties. Yoell & Guard (Sales) (Pvt.), Ltd. (retailer), 78 Manica Rd., Salisbury, Southern Rhodesia.

386 Photographic Equipment, Supplies

England

Photographic equipment for amateurs, such as cameras, projectors, accessories. Apco Photographic Sales, Ltd. (importing distributor), 12 Coleman St., London, E.C.2. WTD 5/23/62.

Rhodesia, Nyasaland

Photographic equipment. Direct purchase and agency. Solanki Bros. (Chingola), Ltd. (wholesaler, retailer), P.O. Box 143, Chingola, Northern Rhodesia. WTD 5/31/62.

391 Jewelry, Silverware, Plated Ware

Rhodesia, Nyasaland

Jewelry. Direct purchase and agency.

Solanki Bros. (Chingola), Ltd. (wholesaler, retailer), P.O. Box 143, Chingola, Northern Rhodesia. WTD 5/31/62.

394 Toys; Amusement, Sporting, Athletic Goods

Germany

Toys new to German market. Wolfgang Specht (importing distributor, exporter), 113 Elberfelderstr., Hagen/Westf. WTD 5/23/62.

Netherlands

Sport trophies, badges. Direct purchase and agency. Wijnands & Van Rensen (importing distributor), 125 Vijzelstraat, Amsterdam.

Viet-Nam

● Gymnasium equipment, supplies; tender 0564-25052, bid deadline July 11. Central Purchasing Authority, P.O. Box H-5, Saigon. ★

395 Pens, Pencils, Other Office, Artists' Materials

Cyprus

Office supplies, not paper. Direct purchase and agency. Phaedon G. Constantinides, Ltd. (importer, distributor, manufacturer's agent, commission agent), 21 Iphighenia St., P.O. Box 92, Limassol. WTD 5/25/62.

Fountain pens, propelling pencils, penholders. Direct purchase and agency. Phaedon G. Constantinides, Ltd. (importer, distributor, manufacturer's agent, commission agent), 21 Iphighenia St., P.O. Box 92, Limassol. WTD 5/25/62.

Netherlands

Ballpoint pens. VOMA (importing distributor), Ossenveerstraat 7, Deventer.

399 Miscellaneous Manufacturing Industries

Netherlands Antilles

Retail display racks suitable for small items on cards and covered with cellophane. J. & M. Guth, Inc. (retailer, optician), 60 Bvd. V. Zeppenfeldstraat, San Nicolas, Aruba. WTD 5/18/62.

Norway

Gift wares. Direct purchase and agency. Trygve Naess (importing distributor, manufacturer's agent), 8 Raadhusgaten, Oslo. WTD 5/3/62.

Philippines

Christmas tree decorations. Goodwill Trading Co., Inc. (importing distributor, manufacturer), 711-15 Rizal Ave., Manila. WTD 5/24/62.

781 Motion Picture Production, Distribution

Saudi Arabia

Sixteen mm.films: Full-length feature films, preferably old Hollywood classics, educational films. New Naamani Stores (retailer), P.O. Box 354, Jidda. WTD 12/20/56.

International Representation

Exclusive distributorships for these commodities are wanted only if specified.

012 Fruit, Tree Nut, Vegetable Farms

Surinam

Fresh apples, pears. Robot Agencies (importing distributor, commission merchant), Krobiastraat 20, Paramaribo. WTD 5/25/62.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Norway

Low calory dietary foods. A/S Taraldsen & Pay, Ltd. (importing distributor, manufacturer's agent), 6 Prinsensgt., Oslo. WTD 5/9/61.

201 Meat Products

United Kingdom

★★ Canned, specially packaged meats. J. D. McClure & Partners, 59 Knightsbridge, London, S.W.1.

Surinam

Canned sardines. Robot Agencies (importing distributor, commission merchant), Krobiastraat 20, Paramaribo. WTD 5/25/62.

United Kingdom

★★ Canned foods. J. D. McClure & Partners, 59 Knightsbridge, London, S.W.1.

204 Grain Mill Products

South Africa

Polished rice. A. Blomson (manufacturer's agent), 104 Thibault House, P.O. Box 3920, Cape Town. WTD 5/22/62.

207 Candy, Confectionery Products

England

Packaged candy, pastry products for sale in vending machines. Stanley Price & Associates, Ltd. (importer), 1 Green St., London W.1. WTD 4/26/62.

209 Miscellaneous Foods

Norway

Grain, feeding stuffs, such as soybeans, cottonseed meal, soybean meal, linseed meal. A. I. With (manufacturer's agent), 5 Akersgaten, Oslo. WTD 5/22/62.

Pakistan

Tallow: Collar-white mutton tallow. Exporters Combine (importing distributor, commission merchant), 6 Brandreth Rd., Lahore. WTD 5/18/62.

South Africa

Pectin, citrus, for jam, jelly industry. A. Blomson (manufacturer's agent), 104 Thibault House, P.O. Box 3920, Cape Town. WTD 5/22/62.

211 Tobacco Products

Italy

Cigarettes, cigars, pipe tobacco. Giovanni Tarantino (boat, ship chandler), 46 Via La Masa, Palermo, Sicily. WTD 5/25/62.

220 Textile Mill Products

England

Textiles, any type of furnishing, upholstery fabrics, printed, dyed. Richard Jenkins (Textiles), Ltd. (manufacturer's agent selling on commission basis to wholesale houses), Evelyn House, 62 Oxford St., London, W.1. WTD 5/28/62.

South Africa

Soft furnishing materials for curtains, draperies, covers. Hill & Everett (Pty.), Ltd. (manufacturer's agent), 93 Longmarket St., P.O. Box 732, Cape Town. WTD 5/16/62.

Printed cretonne, furnishing fabrics, curtain material. Direct representation of mills required. H. Caspari (manufacturer's representative), 73a Loop St., Cape Town. WTD 12/14/61.

Surinam

Popular-priced textiles for men's, women's clothes. Robot Agencies (importing distributor, commission merchant), Krobiastraat 20, Paramaribo. WTD 5/25/62.

222 Broad Woven Fabric Mill Products, Manmade Fiber, Silk

Germany

Printed synthetic fabrics. Ilse Kuenzel (manufacturer's agent), 75 Westwall, Krefeld. WTD 5/29/62.

Greece

Synthetic suiting material. General agency for Greece or part thereof. Spyros Sofianopoulos & Son (selling, manufacturer's agent), 41 Stoa Aghiou Mina, Thessaloniki.

229 Miscellaneous Textile Goods

Germany

Laces, braids for ladies' nightwear, dressing gowns, blouses. Ilse Kuenzel (manufacturer's agent), 75 Westwall, Krefeld. WTD 5/29/62.

South Africa

Embroidered, fancy, narrow nylon laces for trimming ladies' underwear. Direct representation of mills required. Abe Kawalsky (Pty.), Ltd. (manufacturer's agent), 55 Hout St., P.O. Box 1503, Cape Town. WTD 12/1/61.

230 Apparel

Norway

Synthetic mixture and wool slacks for men, women, boys, girls. Yngvar Arenstedt (importing distributor, manufacturer's agent), 14 Dronningensgate, Oslo. WTD 6/21/60.

238 Miscellaneous Apparel, Accessories

South Africa

Handkerchiefs: Women's, men's in bundles, fancy packs, particularly men's with colored borders costing $.95, $1.20, $1.35 per dozen in bundles of 10 dozen. Hill & Everett (Pty.), Ltd. (manufacturer's agent), 93 Longmarket St., P.O. 732, Cape Town. WTD 5/16/62.

239 Miscellaneous Textile Goods

Norway

Plastic fabrics reinforced with synthetic fibers for manufacture of clothing for protection against radioactive fallout, bathroom curtains, tarpaulins, awnings, tents. Jens F. Taraldsen (importing distributor, manufacturer's agent), 6 Prinsensgate, Oslo. WTD 1/3/61.

249 Miscellaneous Wood Products

Netherlands

Attic ladders. Debo (importing distributor, manufacturer's agent), P.O. Box 15, Denekamp.

251 Household Furniture

Netherlands

Kitchen cabinets. Technische Groothandel N. Hoogendam (importing distributor, manufacturer's agent), 42 Vettenoordskade, P.O. Box 7, Vlaardingen. WTD 6/1/61.

262 Paper Mills

Philippines

Newsprint, printing papers. A.C. Ransom Philippine Corp. (importer, manufacturer's agent, manufacturer, exporter), 240-42 Juan Luna, Manila. WTD 7/10/61.

264 Converted Paper, Paperboard Products

Philippines

Office stationery, business forms. C. G. Nazario & Sons, Inc. (importing distributor, manufacturer), 301 Samanillo Bldg., Escolta, Manila. WTD 3/6/61.

Rhodesia, Nyasaland

Paper dresses, sportswear, evening gowns, daytime dresses, shorts, Stanley L. M. Cox Sales (Pvt.), Ltd. (manufacturer's agent, distributor), P.O. Box 3213, Bulawayo, Southern Rhodesia. WTD 1/13/61.

South Africa

Pilferproof, tear-off type bottle caps. J. Solomon & Son (Pty.), Ltd. (importing distributor, manufacturer's agent), 5 Alfred St., Cape Town. WTD 9/18/61.

266 Building Paper, Board Mill Products

United Kingdom

★★ Wallboard, hardboard. Lloyd Duncan & Co., Ltd., Timber Brokers, Cross Keys House, 56 Moorgate, London, E.C.2.

281 Industrial Chemicals

Pakistan

Caustic soda. Exporters Combine (importing distributor, commission merchant), 6 Brandreth Rd., Lahore. WTD 5/18/62.

282 Plastic Materials

Finland

Industrial plastics materials. Cobetex Oy (manufacturer's agent), Mechelininkatu 15.B., Helsinki. WTD 5/25/62.

Mexico

Basic materials for plastics industry. Carlos Tamborrel (commission agent) Liverpool No. 54-302, Mexico 6, D.F. WTD 5/29/62.

Netherlands

Silicone in grains, paste, liquid. Exclusive agency. Schill & Faber (manufacturer's agent, commission merchant), 106A Laan van Meerdervoort, The Hague. WTD 5/10/62.

283 Drugs

United Kingdom

★★ Drug, cosmetic colors. Williams (Hounslow), Ltd., Greville House, Hibernia Rd., Hounslow, Middlesex.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Netherlands

Cosmetics, including nail polish, lipstick. J. H. M. Veltman (importing distributor), Burg. Bickerstraat 11, Diemen.

United Kingdom

★★ Toilet accessories. J. D. McClure & Partners, 59 Knightsbridge, London, S.W.1.

289 Miscellaneous Chemical Products

Philippines

Printing ink. A.C. Ransom Philippine Corp. (importer, manufacturer's agent, manufacturer, exporter), 240-42 Juan Luna, Manila. WTD 7/10/61.

326 Pottery

Netherlands

Vitreous, semivitreous china kitchen sinks. Technische Groothandel N. Hoogendam (importing distributor, manufacturer's agent), 42 Vettenoordskade, P.O. Box 7, Vlaardingen. WTD 6/1/61.

331 Steel Mill Products

India

Cold rolled, hot rolled steel strips, base weight 107 lb. and lighter, up to 65 lb. sizes 18 x 24 in. and lighter; all types steel wires, base weight 107 lb. and lighter, up to 65 lb., sizes 18 x 24 in. and lighter; tinplate, prime quality, waste waste, base weight 107 lb. and lighter, up to 65 lb., 18 x 24 in. and lighter. Exclusive agency. Chimanlal Desai & Co. (commission merchant for automotive parts), P.O. Box 572, 54 Bentinck St. Calcutta 1, WTD 12/2/60.

Pakistan

M.S. sheets, blooms, billets, wire; galvanized sheets, pipes, wire; rolled steel joints; spring steel wire; nail wire; stainless-steel sheets, bars; pig iron; angles, tees; spring steel leaves for manufacture of automobile springs. Exporters Combine (importing distributor, commission merchant), 6 Brandreth Rd., Lahore. WTD 5/18/62.

342 Cutlery, Handtools, General Hardware

Netherlands

Hoists, spanners, pincers, pliers, calibrators (must be metric). Exclusive agency. H.J. Reesink & Co. N.V. (importing distributor), 7 Havenstraat, Zutphen.

Pakistan

Handtools. Exporters Combine (importing distributor, commission merchant), 6 Brandreth Rd., Lahore. WTD 5/18/62.

343 Heating Apparatus, Plumbing Fixtures

Netherlands

Enameled iron, cast iron, pressed metal kitchen sinks. Technische Groothandel N. Hoogendam (importing distributor, manufacturer's agent), 42 Vettenoordskade, P.O. Box 7, Vlaardingen. WTD 6/1/61.

United Kingdom

★★ Oil burners. Bloxwich Lock & Stamping Co., Ltd., Alexander Works, Bloxwich, near Walsall, Warwickshire. ★★ Industrial heating equipment. A.V. Cotty & Co., Ltd., Bessemer Rd., Sloper Rd., Cardiff, Glamorganshire.

346 Metal Stampings

South Africa

Pilferproof, tear-off type bottle caps. J. Solomon & Son (Pty.), Ltd. (importing distributor, manufacturer's agent), 5 Alfred St., Cape Town. WTD 9/18/61.

349 Miscellaneous Fabricated Metal Products

Netherlands

Hydraulic valves. P.L.W. De Ridder & Co. N.V. (manufacturer's agent), Amsterdamsestraatweg 13, Naarden. WTD 2/1/62.

Stainless-steelvalves, fittings for chemical, metallic industries. Handelsonderneming "Bax" (importing distributor), Beekweg 16, Maarssen.

351 Engines, Turbines, Parts

Philippines

Diesel parts, equipment (injection parts, magnetos, governors, bearings). Diesel Injection & Magneto Service Ci. (importing distributor), 422 Arzobispo, Intramuros, Manila. WTD 10/10/59.

352 Farm Machinery, Equipment

Italy

Brooders, incubators, feeders, other poultry-breeding equipment. Organizzazione "Frescova" di Antonino Monforte (wholesaler, importer), Via Mario Cuteli 3, Palermo, Sicily. WTD 5/23/62.

Power or oil operated wind machines for frost protection. Mario Garozzo (retailer, wholesaler, manufacturer's agent), 6/12/14 Via Porticello, Catania, Sicily. WTD 5/21/62.

353 Construction, Mining, Materials Handling Machinery, Equipment

United Kingdom

★★ Instruments used in oil production. Le Grand Rochester, Ltd., 32 Victoria St., London, S.W.1.

354 Metalworking Machinery, Equipment

Finland

Machine tools. Cobetex Oy (manufacturer's agent), Mechelininkatu 15.B, Helsinki. WTD 5/25/62.

India

Cast rolls for steel, steel rerolling mills. East Coast Enterprises, Ltd. (manufacturer of magnetic appliances; manufacturer's agent for steel, steel products), 33 Brabourne Rd., Calcutta 1. WTD 4/18/62.

Rolling mill plants; rolls for rolling mills; complete equipment for manufacture of iron, steel: Coke ovens, blast furnaces, melting furnaces, general machinery. Bombay Co. (Pvt.), Ltd. (importer, exporter, wholesaler, manufacturer, sales agent), 9 Wallace St., Fort, Bombay 1. WTD 1/16/62.

Pakistan

Machine tools. Exporters Combine (importing distributor, commission merchant), 6 Brandreth Rd., Lahore. WTD 5/18/62.

United Kingdom

★★ Small electric power tools. Andrew

Field & Co., Ltd., 17 Eastern St., High Wycombe, Buckinghamshire.

★★ Precision machine tools, accessories. Rank Organization, Kershaw Div., Leeds, Yorkshire.

355 Special Industry Machinery

Finland

Woodworking, textile machinery. Cobetex Oy (manufacturer's agent), Mechelininkatu 15.B., Helsinki. WTD 5/25/62.

Germany

Most modern types of machinery, presses for rationalization, automation of wood, plastic processing industries. Erich Hausdorf (sales agent), Postfach 100, Halle/Westfalen. WTD 3/2/62.

Spinning, knitting, weaving machines. Otto Stueber KG (manufacturer, manufacturer's agent), 60 Koellestr., Stuttgart. WTD 5/17/62.

Greece

Machines for grinding, polishing marble mosaic floors. General agency for Greece or part thereof. Joacim Kyroglou (selling, manufacturer's agent), 5 Aristotelous St., Thessaloniki.

Israel

Bottling equipment for canneries, edible oil factories. Jacob Marcus, Ltd. (importer, dealer, agent), 123 Allenby Rd., Tel Aviv. WTD 5/31/49.

Mexico

Machinery for plastics industry. Carlos Tamborrel (selling agent on commission basis), Liverpool 54-302, Mexico 6, D.F. WTD 5/29/62.

Netherlands

Equipment for placing, maintenance of pipes (particularly oil pipe lines); large pipe-bending, round-welding machines. Handelsonderneming Vedriex (importing distributor, manufacturer's agent), 140 Stadhouderslaantsoen, The Hague. WTD 5/11/62.

Pakistan

Ginning machinery; machinery for rice husking, wheat grinding. Exporters Combine (importing distributor, commission merchant), 6 Brandreth Rd., Lahore. WTD 5/18/62.

Philippines

Printing machinery, equipment. A.C. Ransom Philippine Corp. (importer, manufacturer's agent, manufacturer, exporter), 240-42 Juan Luna, Manila. WTD 7/10/61.

United Kingdom

★★ Pipes, fittings, tanks, reactors, pressure vessels; all for chemical industry. T. Guisti & Son, Ltd., Belle Isle Works, 210-12 York Way, King's Cross, London, N.7. ★

★★ Chromatographs. Evershed & Vignoles, Ltd., Acton Lane Works, London, W.4.

356 General Industrial Machinery, Equipment

Germany

Air-cooled rotary compressors with suction capacity of about 100-5,000 l. per min. Gerhard Kolster (wholesaler), Postfach 232, Hilden/Rhld. WTD 5/25/62.

Netherlands

Hydraulic pressure pumps. P.L.W. de Ridder & Co. N.V. (manufacturer's agent), Amsterdamsestraatweg 13, Naarden. WTD 2/1/61.

United Kingdom

★★ Transmissions. J. Stone & Co., Arklaw Rd., Deptford, London, E.

358 Service Industry Machines

Germany

Kitchen machines, equipment for institutions, commercial undertakings. New products with function not performed by equipment available in Germany. Gebr. Klausmann (importing distributor, wholesaler, sales agent), Postfach 115, Gevelsberg/Westf. WTD 5/23/62.

Norway

Commercial refrigerating plants, equipment; also for fishing vessels. Halsten Bjornsund (importing distributor), 1-3 Storgaten, Molde. WTD 5/7/62.

United Kingdom

★★ Air-conditioning systems; commercial, domestic. Bloxwich Lock & Stamping Co., Ltd., Alexander Works, Bloxwich, near Walsall, Warwickshire. ★

359 Miscellaneous Machinery

Netherlands

Hydraulic cylinders. P.L.W. de Ridder & Co. N.V. (manufacturer's agent), Amsterdamsestraatweg 13, Naarden. WTD 2/1/61.

361 Electric Transmission, Distribution Equipment

United Kingdom

★★ Switch, fusegear. A.V. Cotty & Co., Ltd., Bessemer Rd., Sloper Rd., Cardiff, Glamorganshire.

362 Electrical Industrial Apparatus

Pakistan

Electric motors. Exporters Combine (importing distributor, commission merchant), 6 Brandreth Rd., Lahore. WTD 5/18/62.

United Kingdom

★★ Transducers; logical modules; solid state, magnetic amplifiers. Livingston Control, Ltd., Retcar St., London, N.19.

363 Electric Household Appliances

Germany

Electrical equipment, appliances, particularly mixers, new kitchen machines. Merkelbach & Co. (manufacturer's agent), 16 Uhlandstrasse, Stuttgart. WTD 5/24/62.

Italy

Electronic, electric broilers for quick roasting of poultry. Organizzazione "Frescova" di Antonino Monforte (wholesaler, importer), Via Mario Cuteli 3, Palermo, Sicily. WTD 5/23/62.

Netherlands

Stoves, dishwashers, refrigerators. Technische Groothandel N. Hoogendam (importing distributor, manufacturer's agent), 42 Vettenoordskade, P.O. Box 7, Vlaardingen. WTD 6/1/61.

364 Electric Lamps

Germany

Fluorescent lamps. Arthur Bahne (manufacturer's agent), Postfach 1504, Duesseldorf. WTD 5/18/62.

United Kingdom

★★ Industrial lighting equipment. A.V. Cotty & Co., Ltd., Bessemer Rd., Sloper Rd., Cardiff, Glamorganshire.

365 Radio, Television Sets

Germany

Radio, television sets, record players. Hans Fr. R. Petersen (manufacturer's agent), Heidenkampsweg 76B, Hamburg 1. WTD 2/13/61.

Radio, television sets; phonographs. Exclusive agency. Rolf Kern (importer, wholesaler, sales agent), 92 Langenstrasse, Bremen.

United Kingdom

★★ Full range of 33⅓ r.p.m. equipment, records, accessories. J. D. McClure & Partners; 59 Knightsbridge, London, S.W.1.

366 Communications Equipment

England

Automatic telephone, ancillary equipment: Continuously playing tape recorder for background music; miniature dictating machines; push button telephone equipment, telephone answering machine; radio paging systems. Hadley Telephone & Sound Systems, Ltd. (manufacturer, wholesaler), 72 Cape Hill, Smethwick, Staffs. WTD 5/28/62.

Spain

Radar for approach, surveillance; cloud, storm detection. Miguel Ortega (importer, wholesaler, retailer, agent), Alberto Aguilera 11, Madrid 15. WTD 7/21/60.

367 Electronic Components, Accessories

United Kingdom

★★ Analog amplifiers, solid state multipliers. Livingston Control, Ltd., Retcar St., London, N.19.

369 Miscellaneous Electrical Equipment

Germany

Electrical instruments, accessories. Exclusive agency. Rolf Kern (importer, wholesaler, sales agent), 96 Langenstrasse, Bremen.

371 Motor Vehicles, Equipment

Cyprus

Sedan motor cars. Courtis & Iassonides Co., Ltd. (importing distributor, manufacturer's agent), P.O. Box 209, Famagusta. WTD 5/23/62.

Pakistan

Automotive parts. Exporters Combine (importing distributor, commission merchant), 6 Brandreth Rd., Lahore. WTD 5/18/62.

United Kingdom

★★ Automobile exhaust systems. Bloxwich Lock & Stamping Co., Ltd., Alexander Works, Bloxwich, Near Walsall, Warwickshire. ★

381 Engineering, Laboratory, Scientific, Research Instruments, Equipment

Netherlands

Technical articles for small aircraft, such as radio, navigation, compasses, instruments. N.V. "Airborne" (importing distributor), Vliegveld Hilversum.

Philippines

Engineering equipment such as surveying, other measuring instruments. C. G.

Nazario & Sons, Inc. (importing distributor, manufacturer), 301 Samanillo Bldg., Escolta, Manila. WTD 3/6/61.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Germany

Measuring, controlling regulating instruments, devices for chemical, related industries; especially interested in novelties in this field. Chemi-Technik, Dr. Ing. H. Wiedmann (engineer, manufacturer's agent, exporter), 151 Schmidener Strasse, Stuttgart-Bad Cannstatt. WTD 5/24/62.

394 Toys; Amustment, Sporting, Athletic Goods

Italy

Toys, games. Editrice Giochi (importing distributor, manufacturer), Via Bergamo 12, Milan. WTD 4/11/62.

Models of trains, ships, railways. Rivarossi, S.p.A. (manufacturer, importing distributor), Via Conciliazione 74, Como. WTD 5/18/60.

Norway

Plastic, wood toys; construction sets. Norintra A/S (manufacturer's agent), 6 Osterhausgaten, Oslo. WTD 5/22/62.

United Kingdom

★★ Basketball equipment, Spencers of Enfield, Spencer House, Southbury Road, Enfield, Middlesex. ★

399 Miscellaneous Manufacturing Industry Products

Germany

Umbrellas for men, women, children. Robert Hantel (importer, wholesaler, sales agent), 10 Steinster., Bremen.

Leads for Importers

Commodities are offered direct unless specified

209 Miscellaneous Food Products

Ecuador

Royal palm seed oil cakes, 800 tons annually; cottonseed oil cakes, 200 tons annually; first class. Direct or through agents. Industrias Ales, C.A. (manufacturer, ginner, processor, exporter), P.O. Box 3079, Edificio Alex, Calle Salinas y Caracas 172, Quito. WTD 7/26/61.

238 Miscellaneous Textile Goods

Ecuador

Kapok; 100 tons annually; first class. Industrias Ales, C.A. (manufacturer, ginner, processor, exporter), P.O. Box 3079, Edificio Alex, Calle Salinas y Caracas 172, Quito. WTD 7/26/61.

France

Textiles, knitted goods, ready-to-wear clothing, articles de Paris. Comptoir d'Exportation "Trans-France," S.A. (commission, buying agent; exporter), 6 rue d'Uzes, Paris 2. WTD 1/16/62.

281 Industrial Chemicals

United Kingdom

★★ Fine chemicals, dyestuffs. Williams (Hounslow), Ltd., Greville House, Hibernia Rd., Hounslow, Middlesex.

307 Miscellaneous Plastics Products

United Kingdom

★★ Plastic taps for metal containers. Phillips Telescopic Taps, Ltd., Colliery Works, Birmingham Rd., West Bromwich, Staffordshire.★

332 Iron, Steel Foundry Products

Canada

Modern cast-iron foundry, producing sanitary whiteware (bathtubs, sinks), with complete enameling plant; Grand'mere, Quebec, about 100 miles from Montreal. Max Kert (realtor), 4744 Des Neiges Rd., Montreal.

342 Handtools

Germany

All kinds of handtools. Interland Export/Import GmbH (manufacturer, exporter), Wuppertal-Elberfeld, Hofkamp 87 P.O. Box 3109. WTD 3/7/61. Catalogs, price lists.★

346 Metal Stampings

Mexico

Porcelain enamelware, "Tres," household, kitchen utensils, tableware. Direct or through agents. Troqueles Y/Esmaltes, S.A. (manufacturer), Aptdo. 371, Monterrey, N.L. WTD 9/25/61.

349 Valves, Fittings

Germany

Valves, controls for refrigeration, heat, automatic, thermostatic expansion valves. Direct or through agents. Ernst Flitsch (manufacturer, exporter), 62 Stuttgarter Strasse, Fellbach/Wuerttemberg. WTD 5/14/62.

353 Construction Machinery, Equipment

Germany

Transport vehicles, lift trucks, stackers operated by diesel or electric power. Direct, through agents, or firm desires to give license for these products. Maschinenfabrik Esslingen (manufacturer), P.O. Box 85, Esslingen a. Neckar. WTD 3/20/62. Prospectuses. ★

355 Special Industry Machinery, Except Metalworking Machinery

United Kingdom

★★ Wrapping machines for candy bars, related items. Auto Wrappers (Norwich), Ltd., Edward St., Norwich, Norfolk. ★

★★ Sharpening machines for woodworking machinery blades; E. & D. Burgess, Ltd., 15 Oakleigh Park St., Whetstone, London, N.20. ★

356 General Industrial Machinery, Equipment

United Kingdom

★★ Laboratory coating machines for packaging. T. J. Dixon & Co., Ltd., Works Rd., Letchworth, Hertfordshire. ★

★★ Heating, ventilating machinery. Fenton Byrn & Co., Ltd., Armfield Close, West Molesey, Surrey.

358 Service Industry Machines

United Kingdom

★★ Air-conditioning equipment. Fenton Byrn & Co., Ltd., Armfield Close, West Molesey, Surrey.

★★ Air-filtering, coil heat, cooling machinery; air washers. Matthews & Yates, Ltd., 135 Rye Lane, London, S.E.15 ★

362 Electrical Industrial Apparatus

United Kingdom

★★ Motors, generators, welders. Small Electrical Motors, Ltd., Churchfield Rd., Beckenham, Kent.

365 Radio, Television Sets

United Kingdom

★★ Precision magnetic tape recording, closed circuit television, process control equipment. Epsylon Industries, Ltd., Faggs Rd., Feltham, Middlesex.

★★ Microphones, cutting heads, phonograph needles, records, complete line of Grampian reproducers. Grampian Reproducers, Ltd., Hanworth Trading Estate, Feltham, Middlesex.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

Australia

Harold Willie Gibbon, representing C & H.W. Gibbon Pty., Ltd., 35-43 Charlotte St., Brisbane, interested in recent developments in boot, shoe, slipper manufacturing. Early July via New York for 2 months; c/o U.S. Department of Commerce Field Office, 350 Fifth Ave., New York 1. Itinerary: New York, Boston, Los Angeles, San Francisco, Seattle, Portland.

Brazil

Dr. Gilson Tavares de Moraes e Castro, Rua Tres 78, Goiania, Goias, interested in selling land in State of Goias. Early June via Los Angeles for 5 months; c/o U.S. Department of Commerce Field Offices on itinerary: New York, Seattle, Houston, Cleveland, possibly other cities.

France

Maurice F. Camus, representing Société Chimico France, 107 blvd. Richard Lenoir, Paris IIeme, interested in purchasing medical and hospital equipment for import. June 15 via New York for 6 weeks; c/o U.S. Department of Commerce Field Offices in cities on itinerary: Chicago, Detroit, Cleveland, New York, Rochester, Boston, Baltimore, Washington, possibly other cities.

Hong Kong

Lachu Melwani, representing Mohan's, Ltd., 14 Hankow Rd., Kowloon, interested

in importing American suitings and sport coating; synthetic fabrics, including polyester, polyester and wool, polyester and cotton, polyester and rayon. June 16 via Seattle for 1 month; c/o Mohan's, Ltd., P.O. Box 357, Seattle 11. Itinerary: Seattle, San Francisco, Los Angeles, Honolulu.

India

M. D. Kapadia, representing Adjit Industries, 35 Vithaldas Rd., Lohar Chawl, Bombay 2, interested in purchase of high frequency furnaces, electrical steel sheets, mild steel sheets, machine tools. June 15 via New York for approx. 45 days; c/o American Express Co., Inc., 65 Broadway, New York. Itinerary: New York, Chicago, Washington, possibly other cities.

Jehangir Framroz Pestonji Shroff, representing W. H. Brady & Co., Ltd., Brady House, Veer Nariman Rd., Fort, Bombay, interested in textile manufacture, textile processing, textile machinery manufacture; also technical information. Early July via New York for 2 weeks; c/o J. W. Rembe, Vice President, Rodney Hunt Machine Co., Orange, Mass. Itinerary: Orange; Providence; Gastonia, N.C.; Chicago; Madison.

R. K. Goel, Director, Tableware Craft Cottage, Station Rd., Moradabad, manufacturers and exporters of art brassware and other Indian handicrafts, interested in appointing agents and distributors for Indian firm's products. Will consider exclusive agency arrangements. Now in U.S. for indefinite visit; c/o U.S. Department of Commerce Field Offices in cities on itinerary: Chicago, Dallas, San Francisco, Los Angeles.

Italy

Giancarlo Pajalunga, representing Fratelli Martini, Via Gaspare Finali, Cesena, Forli, interested in meeting with producers of animal feed; also visiting poultry, hog farms, especially those with integrated cycle. Mid-June via Chicago for 6 weeks; c/o Italian Consulate, Chicago. Itinerary: Chicago, Little Rock, Dallas, Atlanta, Washington, New York City.

Jamaica

LeRoy Kow, representing Supreme Bakery, 15 French St., Spanish Town, interested in seeing bakery machinery for small- to medium-sized operation with view to purchasing. June 27 via New York for 2 weeks; c/o U.S. Department of Commerce Field Office, 350 Fifth Ave., New York 1. Itinerary: New York City.

New Trade Lists

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated May.

Advertising Media—Portugal.
Aircraft and Aeronautical Equipment Importers and Dealers—Bolivia.
Automotive Vehicle and Equipment Importers and Dealers—Tunisia.
Boot and Shoe Manufacturers—Honduras.
Boot and Shoe Manufacturers—Syria.
Cannery and Frozen Food Producers and Exporters—Australia.
Chemical Importers and Dealers—Costa Rica.
Clothing Manufacturers—Finland.
Electronic Equipment for Home Entertainment, Phonograph Records, and Prerecorded Magnetic Tape Importers, Dealers, and Manufacturers—Peru.
Fertilizer Importers, Dealers, Manufacturers, and Exporters—Brazil.
Fertilizer Importers, Dealers, Manufacturers, and Exporters—El Salvador.
Furniture Importers and Dealers—Guatemala.
Furniture Manufacturers—Honduras.
Hardware Importers and Dealers—Iraq.
Iron and Steel, Nonferrous Metal, and Building Material Importers and Dealers—Bolivia.
Iron and Steel, Nonferrous Metal, and Building Material Importers and Dealers—Honduras.
Jewelry, Silverware, Timepiece, and Giftware Importers and Dealers—Belgium.
Machinery and Equipment, Farm Importers, Dealers, and Manufacturers—Ecuador.
Paint, Varnish, and Pigment Importers, Dealers, and Manufacturers—Trinidad, Tobago.
Printers, Lithographers, Engravers, and Publishers—Guatemala.
Provision Importers and Dealers—Denmark.
Provision Importers and Dealers—Pakistan.

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-5561 in Washington.

Information on NATO projects is available from Business Services Division, BIBO, or telephone WO 7-5420.

ARGENTINA—Pittsburgh Plate Co., 1 Gateway Center, Pittsburgh 22, has announced plans to establish $20-million plant in Patagonia to supply country's requirements for soda ash.

BRAZIL—Petrobras petrochemical complex in Bahia (FCW, June 18, p. 31) to include plant to manufacture plastics. Write Petroleo Brasilerio, S.A., Praca Pio, Rio de Janeiro.

CANADA—B.C. Toll Authority, Vancouver, B.C., planning to call tenders for new Gulf Island ferry; estimated at cost over $1 million. Specifications to be available from above authority.

GERMANY—2 new projects opened to U.S. bidders under international competitive bidding procedure of North Atlantic Treaty Organization (NATO). First project to call for construction of high pump station in Lower Saxony, work comprising approx. 4,000 cu. m. earth excavation, 1,250 sq. m. black-top road, 900 cu. m. reinforced concrete, machine and electrical installations, pipe lines, accessories for fuel high-pressure pump aggregates, standby units, regulating or control installations; bid deadline July 3.

Second project to call for airfield lighting in Lower Saxony, work comprising runway lighting, overrun lights, threshold lights, markers, checking existing taxiway lightings, approach lighting, switching stations, 71,600 m. airfield cable, 8,600 m. existing high-tension-low-tension and telephone cable to be relocated and/or new installed; bid deadline July 3.

Eligible firms interested in bidding should submit applications before June 26, on prescribed form, to Bundesamt fur gewerbliche Wirtschaft, Bockenheimer Landstr. 38, Postfach 3931, (16) Frankfurt/Main, Germany, quoting ref. 06787-64/62 for 1st project, ref. 06921-24/62 for 2d project. Prescribed forms available from Business Services Div., BIBO, U.S. Department of Commerce, Washington 25, D.C. Firms unable to meet closing date may wish to cable U.S. Embassy, Commercial Unit, Bad Godesberg, Germany, of their intent, immediately forwarding prescribed application form properly filled out.

U.S. firms not already certified to participate in NATO work should send a résumé of qualifications to Business Services Division, as described in brochure on NATO international competitive bidding program, available from that Division.

GHANA—Consideration being given by Ministry of Construction & Communications, Accra, to construction of new bridge across lower Volta at Tefle. Designed by Nedeco, 48 Javastraat, The Hague, Netherlands.

GREECE—In addition to 1,450-unit low-cost housing project under construction in Thessaloniki, Government to undertake further such projects including 700 houses in Stavroupolis and Eleftheria areas and eventually 700 units in Rezi-Vardar and Axios areas. ★

Bid invitations for 5th airport construction project (FCW, Mar. 5, p. 383; Apr. 9, p. 606; June 11, p. 1051) involving terminal building superstructure to be issued within 1 or 2 months by Ministry of Public Works, Athens.

In addition to proposed plant at Volos (FCW June 18, p. 31), Industrial Development Corp., Athens, studying feasibility of another 250,000-ton steel industry. Project survey prepared by Koppers Co. Inc., 933 Koppers Bldg., Pittsburgh 9.

HONG KONG—Government has approved financial assistance to enable Hong Kong and Kowloon Wharf & Godown Co. to proceed with plans for $7.7-million ocean terminal. Project to be initiated next spring.

ITALY—Expansion plans of Breda Fucine, S.P.A., Piazza della Republica 32, Milan, include 3 new plants in Southern Italy for production of various types of mechanical equipment. ★

JAPAN—Huge, 10-year powerplant construction program, costing $21.4 billion, being studied by Kansai Electric Power Co., 164 Umegae-cho, Kita Ku, Osaka; program to call primarily for thermal powerplants, construction of additional transmission trunk lines also under consideration. ★

KUWAIT—Syndicate of 10 Kuwait businessmen reportedly considering building large 700-room hotel. Additional information requested.

MOROCCO—Several proposed industrial projects being studied by Directorate General of Bureau d'Etudes et de Participations Industrielles (BEPI), Rabat. List of projects available. ★

TUNISIA—International call for bids to be invited soon by Tunisian Mines Office, Tunis, for construction of steel mill.

5 British firms ask or offer licensing opportunities; candy, cake company for sale

Products range from earthmoving and farm equipment to dishwashers, separators and aircraft components

Five British firms seek or offer licensing arrangements with U.S. companies, and a chocolate candy and cake manufacturing organization is offered for sale.

Separator. A manufacturer of industrial furnaces and mechanical handling equipment offers a license for the production of its automatic conveyor press to separate solids and liquids.

Originally developed in 1954, the machine is now in an advanced design state and ready for commercial exploitation.

Additional information about the machine is available on loan from the Office of International Investment, Code 1010, U.S. Department of Commerce, Washington 25, D.C.

Dishwasher. An inventor is interested in licensing a U.S. firm to produce his fully automatic dishwasher which is now being made in Europe.

The dishwasher has an effective washing and rinsing principle, is completely sanitary, and has recently been further improved, the inventor says.

Write to James H. Bear, Shirley House, 88 Westley Rd., Acocks Green, Birmingham 27, England.

Earthmoving, handling equipment. A general engineering firm, with facilities for medium to heavy machining and fabricating, seeks a license to manufacture earthmoving and industrial handling equipment.

It produces grain and seed drying equipment, heavy-duty traction aids, and earth anchors.

Write to Kennedy & Kempe, Ltd., Harewood Forest Works, Longparish, nr. Andover, Hants.

Components, fabrications. A manufacturer of aircraft components, agricultural equipment, and sheet metal fabrications wants a license to produce related products for distribution in Europe and the British Isles.

Write Steels Garages, Ltd., 10/11 Saville Place, Clifton, Bristol 8.

Electronic products. Another firm wants a license to produce electronic or electrical engineering products.

It now manufactures electronic components, potentiometers, switches, television tuners and resistors.

Write to A. B. Metal Products, Ltd., Walkden House, Melton St., London, N.W. 1.

Firm for sale. One concern seeks a U.S. company to take over the manufacture and sale of its chocolate confections.

Products are sold on a national basis, and the firm covers most of England with about 54 trucks and 35 salesmen.

Additional information is available on loan from Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Write Gordon Rayment & Co., Ltd., 14 Berkeley St., London W.1.

2 Indian ventures sought for powder, metal products

Firm in Bombay requests 2 separate enterprises

A Bombay firm seeks joint ventures for the production of sintered metal products and ferrous metal powders.

The Government of India has issued an industrial license for the former and a license is anticipated shortly for the latter.

The Indian market offers excellent potential for these items.

The company wants to organize two separate enterprises to produce these commodities.

It particularly desires U.S. technical collaboration, including patented manufacturing rights to make sintered metal products. Royalty payments are offered in exchange.

The firm seeks capital participation up to 40%, as well as technical assistance to make ferrous metal powder.

The Indian principals are organized as a partnership and are owners and managing agents of a silk mill which produces rayon, nylon, terylene and dacron fabrics.

Write to the Office of International Investment, Code 4-339-2, U.S. Department of Commerce, Washington 25, D.C.

Australian firms look for products

Licenses for precision control instruments, truck equipment asked

Two Australian firms want to produce certain types of U.S.-manufactured equipment and instruments.

The first one, a manufacturer of commercial transport equipment, wants a license to produce specialized items for commercial motor vehicles.

A possibility suggested by the firm would be a kit consisting of 4 hand-operated, retractable landing gears which would enable a driver to detach a trailer.

The firm manufactures tipping and tray bodies, vans, buses, and all types of commercial bodies.

It claims to have the necessary machinery to produce commercial bodies in wood or steel.

Write H. A. Grummet & Son, 120-130 Weston St., East Brunswick, Melbourne, Victoria.

Another firm wants to be licensed to manufacture dial indicators, speedometers, pressure and temperature gages, and tachometers.

It produces various fine precision components and has sales agents throughout Australia.

Write Ernest Kuenzli Pty., Ltd., 60-66 Hunter St., Sydney.

Baby specialty, pharmaceutical items presented

2 French concerns offer, seek manufacturing licenses

One French company is interested in licensing the U.S. manufacture of its special safety pin for babies while another firm seeks rights on new pharmaceutical specialties and offers licenses on its own products.

A firm that makes and markets novelty items offers a license or patent rights for the manufacture of its safety pin for babies.

A special machine produces the pin inexpensively at a high rate of production.

Additional information is available from the Office of International Investment, Code 1009, U.S. Department of Commerce, Washington 25, D.C.

A pharmaceutical manufacturer seeks licensing rights on new types of chemical or biological pharmaceutical specialties, and is especially interested in an arrangement with a laboratory specializing in pharmacodynamics.

The firm produces pharmaceutical specialties and certain chemical products, some of which may be of interest to U.S. laboratories.

It has a staff of 200, including 45 medical representatives who regularly call on 22,000 physicians.

Communicate with Laboratories Pharmaceutiques Valpan, Route de Boissise, le Meesur-Seine, (Seine-et-Marne).

Chilean venture proposes fishing net manufacture

An importer and wholesaler of food products in Chile seeks U.S. capital in the form of a joint venture to manufacture fishing nets and ropes.

The present development of the Chilean fishing industry will increase the demand for all fishing equipment, he believes.

At present all fishing nets are imported and production of nylon and manila ropes is very limited.

For the name and address of this Chilean businessman, write to the Office of International Investment, Code 2-239-3, U.S. Department of Commerce, Washington 25, D.C.

License agreement set up

International Jantzen, Inc., has concluded an agreement with the American Products Co. of Tel Aviv—a daughter enterprise of "Adereth," Israel's largest wool spinning mill—to produce under license 15 of the U.S. company's 17 products for the Israel market and for export to 10 countries in Europe, Africa and Asia.

The line will include bathing suits and other beachwear, sweaters, men's trousers and various items for ladies.

Jantzen will provide the Israel firm with technical know-how, sales methods and advertising. The Israel enterprise hopes to employ its existing factories off-season.

Belgian concerns propose manufacture of varied U.S. product lines

Joint ventures, licenses asked for manufacture of refrigerators and stoves, powdered aluminum, other products

Four manufacturing companies in Belgium are interested in various arrangements with U.S. firms to produce stoves and refrigerators, powdered aluminum, chains and metal stampings, and materials-handling equipment.

Stoves, refrigerators. One firm is interested in a licensing agreement with American manufacturers of oil, gas, and coal stoves.

It is also interested in manufacturing refrigerators under license.

The company now produces all types of stoves and refrigerators which are being sold throughout Belgium and in other European countries.

Write to Usines et Fonderies Nestor Martin S.A., 32 rue Nestor Martin, Ganshoren-Brussels.

Aluminum. A joint venture or licensing agreement is sought by a second firm to make powdered aluminum for calcining, coating steel wire, and conveying electrical power.

It now manufactures aluminum and bronze powders, pastes, and granules for the production of printing ink, aluminum paint, explosives, and concrete.

Write to Ets. A. Van Lerberghe S.A., Courtrai, Belgium.

Chains, stampings, equipment. Another firm is also interested in either a licensing agreement or joint venture.

It manufactures heavy-duty roller and scrap chains and various steel stampings up to 220 pounds.

The firm would like to manufacture additional products, either in the same or in a complementary line, as well as materials-handling equipment.

Write to Constructions Industrielles D'ans, 164 rue d'Otheed, Ans (Liége).

Heavy equipment. A manufacturer is interested in an arrangement with a U.S. concern to produce materials-handling and hoisting equipment.

The type of arrangement would be open to discussion.

The firm manufactures carts, wagons, lift trucks, hand trucks, freight elevators, belt conveyors, and chain hoists.

Write Anciens Ets. D. Frankel, 16 rue Egide Van Ophem, Uccle.

Hardware line arrangement sought in South Africa

A Cape Town businessman seeks licensing arrangements to produce patented American articles in the Union of South Africa, particularly hardware lines for the building trade or home use.

This opportunity was originally published in the March 5 issue of FOREIGN COMMERCE WEEKLY, page 394; it was erroneously reported that $1.4 million in home capital is available for such purposes. The figure should read $280,000.

Write to Abe Kassar, P.O. Box 1818, Cape Town.

Investment capital sought in Morocco

Investment questions answered in 4 new pamphlets

Morocco, in looking for private investment capital, has recently published several pamphlet studies to help potential investors determine where investment opportunities are to be found in Morocco.

The 4 pamphlets are:

Memorandum on Industry Objectives, available in English and French, lists the industries to be developed under Morocco's 5-year plan, along with the estimated sum to be invested in each, the turnover forecast and number of employees needed.

Etudes d'Entreprises Industrielles Recommandees aux Capitaux Nationaux, available only in French, takes 41 enterprises which are expected to be created or expanded in the next 5 years and gives the pertinent information concerning potential markets, size of investment, required capital expenditure, number of employees, estimated turnover, competition, customs protection that the investor can expect to receive, suggested location for factories and type of sales network required.

How to Invest in Morocco, is a pamphlet published by the Moroccan Bank of Foreign Commerce with the help of the National Bank for Economic Development.

It gives the laws and regulations that confront the potential investor, is quite detailed and should prove helpful to anyone interested in investing in Morocco.

Le Developpement Industriel, in French, is a 500-page study of Morocco's entire 5-year plan and what it will mean to Morocco, however, most of its basic information is covered in the other publications.

The first 3 publications are available on loan from the African Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C. The African Division also has a reference copy of *Le Developpement Industriel* available for study.

The Moroccan Embassy, 2144 Wyoming Ave., NW., Washington 8, D.C., will soon have *How to Invest in Morocco* available for distribution.

A story on Morocco in Worldwide Business Outlook, page 35, tells of industrial investment possibilities in that country today.

Hotel program for Cyprus needs financial support

A leading architect and businessman seeks American organizations interested in financing new hotels throughout the island of Cyprus.

He has been approached by many people interested in building small tourist hotels on the island and by builders in need of financing.

The architect also reports that he is convinced that Cyprus needs to develop its tourism industry.

He would like to establish contacts with hotel developers, banks or other organizations interested in investing in a hotel program for Cyprus.

U.S. investors who wish to make their interest known are requested to write to the Office of International Investment, Code 4-701-3, U.S. Department of Commerce, Washington 25, D.C.

Morocco importer seeks arrangement on records

A Casablanca importer and distributor of phonograph records and motion pictures seeks a licensing arrangement to reproduce American recordings.

This company then proposes to distribute such production throughout Morocco and North Africa, with payment on a royalty basis.

The company's present recording activities consist of putting original Moroccan music on a master record and having reproductions made in Switzerland.

Since import duties on records coming into the country are about 80% ad valorem, this opportunity appears to have good potential for a U.S. businessman.

Write to the Office of International Investment, Department of Commerce, Code 1-365-1, Washington 25, D.C.

Machinery license wanted by German manufacturer

A German manufacturer of industrial oil furnaces and various machinery is interested in producing machines or machine parts under license.

The firm could devote about 35% of its present capacity to new production.

Its modern plant includes 25 lathes of various sizes, and milling, drilling, cutting and welding machines.

The firm employs about 50 skilled workers and claims it would have no difficulty in obtaining additional labor.

Write Friedrich Fuhrhop, Ruhrstrasse 13, Hamburg.

Hong Kong firm offers services to U.S. traders

Plans inspection control system to protect U.S. property rights

A Hong Kong service firm is offering assistance to U.S. manufacturers who desire licensing arrangements there.

It is seeking local, reliable manufacturers interested in production of new licensed products and, if necessary, prepared to retool for special production.

The organization's main purpose is to bring together U.S. manufacturers or patent owners and Hong Kong manufacturers interested in diversifying their production.

It will also establish an inspection control system to protect American property rights, a project supported by the Hong Kong Government.

The firm also:

1. Acts as contact for U.S. manufacturers or patent holders with Hong Kong firms.
2. Supplies technical reports for the training of local staff.
3. Provides detailed status and credit investigations.
4. Provides inspection service for U.S. proprietary rights.
5. Provides inspection control laboratory and issues quality control certificates.

Write to Fidelity Inspection Service, 212-213 Alexandra House, Hong Kong.

Philippine license asked for refrigerator output

In order to expand production, a Philippine refrigerator manufacturer seeks a licensing agreement with an American firm. He believes sales could be increased by offering a U.S. brand of refrigerator on the Philippine market.

The firm now makes about 500 units a month under its own brand.

The company is also interested in starting production of air conditioners under a licensing arrangement and proposes to import compressors and other key parts for local assembly.

The name and address of the Philippine manufacturer may be obtained from the Office of International Investment, Code 3-363-2, U.S. Department of Commerce, Washington 25, D.C.

PRODUCTS OF SWITZERLAND: These interested (and interesting) Swiss are admiring a watch store's window display on Zurich's Bahnhoffstrasse. Swiss industry, which is running at full capacity, is unable to keep up with zooming demand for consumer goods and U.S. producers have moved in to increase profits.

Swiss set consumption records despite scarce labor and credit; industry running at full capacity

Many feel the boom has gotten out of hand; U.S. gets increased share of mushrooming import trade

Increased consumption and booming commercial and industrial activity produced continued Swiss prosperity in the first quarter of 1962.

Despite an acute labor shortage and peak production the boom is expected to continue for at least several months because of an increasing backlog of orders and rising per capita income which will keep consumer expenditure high.

Most Swiss feel that their economy is overextended and a slower rate of economic growth would be desirable.

Many experts believe Switzerland is on the verge of a slowdown from such counter economic trends as reduced money market liquidity caused by lower foreign capital inflow and the consequent drain on reserves by an unfavorable trade balance.

Others call for strong measures to combat the dangers of the cyclical overstrain and inflation.

Some such measures have already been taken.

The National Bank and commercial banks have made a "gentlemen's agreement" to curb credit, and numerous voluntary industry-wide agreements to freeze prices and number of workers have been concluded.

The government, however, made it clear that should voluntary restraints prove ineffective it is prepared to institute more formal measures to control the boom.

The principal Swiss activity concerning European economic integration in the first quarter consisted of preparations for the forthcoming negotiations with the Common Market.

Effective March 1 Switzerland reduced the basic duty tariffs on imports of goods from its partners in the European Free Trade Association (EFTA) by another 10%.

EFTA members are: Austria, Denmark, Norway, Portugal, Sweden, Switzerland, the United Kingdom—Finland is an associate member.

Thus, with certain exceptions, Switzerland's tariff reductions to its EFTA partners have reached 40%.

Consumption increases

The most important current fact for the American trader to note is the remarkable Swiss propensity to consume.

Retail sales turnover in March of 1962 was 5.3% greater than in March of 1961.

Sales of food, drink, and tobacco increased by 9.6%.

However, partly as a result of the miserable weather, the sale of spring clothing and other textile products decreased 12.7% compared with the previous March.

The aggregate of sales of all other items included in an official inquiry increased by 10.1%.

U.S. success stories

Since Swiss industries are generally unable to satisfy present internal demand, the U.S. trader should actively prospect the varied demands of the Swiss market.

Construction of a new Swiss highway network is beginning and sales prospects for road construction machinery are good.

It should be noted, however, that the Czech Skoda machinery works has established a workshop in Switzerland and is actively engaged in obtaining a share of the road machinery market.

Some building materials are in short supply. Although Swiss production of cement increased 18.5% last year, continued demand has led to plans for a further production increase of 6 to 8 % in 1962.

The large number of new office buildings constructed last year have caused a strong demand for office furniture.

Stocks of filing cabinets are almost completely cleared, and the delivery period for most office furniture is now at least 4 to 6 months.

During the first quarter fountain pens made a sales comeback. There was some decline in sales of ball-point pens, although they were still lively.

Stationery article sales picked up in department and drug stores. In addition

to their usual products, stationery shops specialized more notably in sales of globes, maps, water colors, and other sketching and drawing materials.

Books, particularly paperbacks, appeared more frequently in drug stores and food shops.

Automobile sales picked up with the onset of spring, and there are signs that sales will exceed last year's record figures.

Although sales of spring clothes lagged during the early spring, lively post-Easter sales were reported, with good prospects for summer.

American fashions in men's sports and outdoor wear are gaining popularity; most men's suits, however, continue to follow the European continental mode.

Imports rise

In the first quarter of 1962 total Swiss purchases of foreign goods were the highest during any one quarter in history. This total was $757 million (3,270.7 million Swiss francs), an increase of $123 million (491.2 Swiss francs) over first quarter 1961.

A commercial deficit exceeding 1 billion Swiss francs was registered; over 35% of the commercial deficit for the entire year 1961, which had been the highest on record.

Exports rose from $487 million in first quarter 1961 to $522 million in the same period this year. Part of the increase resulted from higher prices charged for Swiss products.

The import surge was led by large purchases of machines, automobiles, instruments and apparatus, gasoline, heating oil, finished and semi-finished chemical and pharmaceutical products, chemical raw materials, iron, steel, coal, copper, textiles, synthetic yarns, paper, lumber, semi-tropical fruit, vegetables, and fresh and frozen meat.

The machine industry maintains its customary first place among Switzerland's export industries, with shipments totaling $274 million.

Very favorable export results were also achieved in textiles, chemicals, synthetic dyes, pharmaceuticals, foodstuffs and luxuries.

West Germany remained Switzerland's main trading partner in both imports and exports.

Swiss purchases from the Common Market were 61.9% of her total imports, from EFTA 13%, and from the U.S. 11.5%. The U.S. accounted for only 9.4% of Swiss purchases during fourth quarter 1961.

During early 1962 the U.S. trade position with respect to Switzerland was stronger than in either first or fourth quarter 1961.

Industry fully occupied

Production levels continued to rise in nearly all industrial sectors, and with few exceptions Swiss industries appear to be producing at maximum capacity.

Except for the textile industry, the high level of prosperity, exports, and employment in all important Swiss industries are likely to continue for at least several months.

A backlog of orders ranging from several months in most industries to several years in a few is a major factor in this prediction.

The watch industry, which ranked second among Swiss export industries during the quarter, exported 97% of total production.

The industry appears to be off to a record year, having exported $72 million in watches during the first 3 months of 1962, an increase of almost $10 million over the same period of 1961.

Completed housing construction fell off slightly from the first quarter of 1961.

Such construction is nevertheless at a very high level, and no slowdown of the boom in industrial and other construction is in sight.

Tentative estimates place the value of completed construction in 1961 at about $1.7 billion, by far the highest level in history.

Plans for 1962 call for construction completions valued at more than $2.3 billion ($1.85 billion had been planned for 1961).

Although the planned total for 1962 might not be reached, the fact that any increase over the extraordinary boom year of 1961 is even considered illustrates the prosperity of the construction industry and the economy in general.

Labor still scarce

The labor market has continued to tighten, and labor remained the most scarce production factor in Switzerland.

The shortage is most acute in agriculture, construction, household services, tourism, metallurgical manufacturing, and foreign trade.

One of the more spectacular transportation projects in Western Europe was brought near completion during the quarter.

On April 5 Italian and Swiss workmen blasted away the last rock barrier and joined hands in constructing the first vehicular tunnel under the Great St. Bernard Pass.

The highway tunnel under the Alps will connect Saint Rhemy, Italy, and Bourg St. Pierre, Switzerland, when it is completed late in 1963.

Joining southern and northern Europe by an all-weather road route, the 3.7 mile tunnel is expected to handle 300,000 vehicles a year.

The new road is expected to give additional impetus to trade in the area.

Money market tightens

The virtual stop in the heavy inflow of funds into Switzerland had immediate significance for the foreign exchange market.

During March the money market began to tighten, as the supply of foreign funds diminished to a trickle and the market continued to demand the means to finance a booming economy and a large trade deficit.

The gold and foreign exchange reserves of the National Bank dropped $150 million between December 30, 1961 and March 31, 1962.

These reserves, which have risen with but few interruptions since April 1960, are expected to decline gradually during the remainder of the year to finance the unusually large Swiss balance of payments deficit.

Swiss gold and foreign exchange reserves (about $2,550 million) are more than ample and no concern is felt over their decline.

Leather goods exhibit scheduled in Utrecht

AMSTERDAM—A summer exhibition of leatherware and travel goods will be held at Utrecht July 3-6.

Approximately 110 manufacturers and wholesalers are expected to exhibit at the special show.

The exhibit, organized by the Royal Netherlands Industries Fair, is the first such display to be held in the summertime; it is designed to fill a gap since there is no similar international show where buyers can make an early selection from late-season collections.

The Dutch leather industry, according to the Royal Netherlands Fair, includes 151 factories, employing 6,300 workers who process leatherware into consumer goods.

As far as costs go the Netherlands is considered a "cheap island" in the European market, but not cheap in quality or style, according to the U.S. Consulate General in Amsterdam.

CHILEAN NEWSPRINT: The Bio Bio newsprint mill near Concepcion is benefitting from the mild upsurge in the Chilean lumber industry. During 1962, work has begun on a $23 million pulp and paper mill and a modern sawmill with a planned capacity of 10 million board feet began production. (World Bank Photo)

Chilean economy still haunted by December exchange crisis

Imports curbed; prices frozen; U.S., German loans help; expanding lumber industry furnishes a bright spot

The Chilean foreign exchange crisis of December and January has created multiple problems for both industry and government in the first quarter of 1962.

The foremost problems in the months ahead will be debt management and confining the effects of the foreign exchange crisis to as narrow a field as possible, the U. S. Embassy in Santiago reports.

The aftermath of the crisis has concerned the business community for the past 3 months.

While certain industrial segments have shown some hesitance to continue with expansion plans, business activity on the whole appears to be steady.

The more important production activities registered slight increases in the first quarter, continuing the favorable trend that developed during the latter part of 1961.

The change to a dual market has affected prices only moderately and cost of living increases for 1962 have been comparable to 1961 figures.

Despite the Government's price freeze on imported goods, some items have increased in price while others are disappearing from the market.

Dependence on Chilean suppliers, especially in the non-essentials field, is expected to stimulate local industry during the coming months.

Bolsters foreign exchange

As a result of the critical balance of payments situation which came to a climax in December, the Chilean Government has concentrated on bolstering its foreign exchange position.

Aside from import restrictions, these efforts have been concerned with debt management, seeking credit abroad, and some cut-backs in public investment.

Some immediate relief was obtained through negotiation of a West German loan equivalent to $25 million.

Originally contemplated as a development loan, it was converted to a temporary balance of payments credit payable in 3 years, at which time the proceeds will be provided to Chile for development purposes.

Further immediate relief was obtained through increased disbursements from the $100 million earthquake reconstruction loan.

By March 31, $37.5 million had been disbursed.

Also, about $7.6 million remaining from the $20 million U.S. reconstruction emergency grant was made available in the first quarter of 1962.

In the area of debt management, the 90-day waiting period for exchange cover has temporarily relieved some pressure on the balance of payments.

Santiago banks are in relatively easy cash positions as the need for credit lessened due to a fall in demand for import financing.

U.S. credit extended

During March, a U.S. team headed by Ambassador Teodoro Moscoso of the Agency for International Development (AID) and Richard Goodwin, Deputy Assistant Secretary of State for Latin American Affairs, visited Chile and concluded an agreement by which the U.S. will extend up to $120 million of aid to Chile during the remainder of 1962.

Two-thirds of this amount will be provided to finance specific projects, and up to $40 million in U.S. commodities may be provided in new PL 480 agreements.

Automotive industry affected

The government's promotion of motor vehicle assembly in Chile as a means of conserving foreign exchange, is not being realized through lack of implementing regulations.

The new free port law combined with the government's import prohibitions and increased surcharges, strongly favors Arica as a base for assembly operations.

The lack of regulations, however, is also slowing down assembly operations already existing in Arica.

After 2 years of operation, existing regulations require that Chilean products account for at least 50% of production costs. Formerly, Chilean goods only had to constitute 25% of the end product.

The present state of the automotive parts industry in Chile makes it extremely difficult to achieve this 50% goal without incurring heavy expenditures for new capital equipment, such as machine presses for converting Chilean steel into required body shapes.

In March, Industrias Forestales S.A. laid the cornerstone of its $23 million pulp and paper mill at Nacimiento, located southeast of Concepcion.

Construction of the plant is being supervised by a Canadian engineering firm

and plant machinery and equipment are being purchased under a $13.5 (Canadian) million credit granted by a Canadian consortium.

The plant has a designed capacity of 60,000 to 70,000 metric tons annually.

Production, programmed for 1963, is expected to move into the export market.

Compania Manufactura de Papeles y Cartones S.A., a large cellulose and paper producer, began operating a modern sawmill near Concepcion with a planned capacity of 10 million board feet, in partnership with Refineria de Azucar.

Automation spurs output

The automatic production line coupled with their own Monterey pine forest plantations, makes this company one of the leading lumber producers in Chile.

The National Petroleum Enterprise (ENAP) is studying plans for a small oil refinery in Concepcion, and the National Mining Enterprise (ENAMI) announced its decision to build a 48,000 ton per year electrolytic copper refinery adjacent to the new copper smelter it is building at Las Ventanas, just north of Valparaiso.

The inauguration of a hydroelectric plant with installed capacity of 48,600 kilowatts at Pullinque in Southern Chile was scheduled for April by the state-owned corporation Empresa Nacional de Electricidad (ENDESA).

A 2000 kw. hydroelectric plant in Puerto Aysen began operation in February. ENDESA plans eventually to double the plant's potential power with a second generator.

Drought cuts harvest

Drought in the southern provinces of Chile from the Bio-Bio River to the Island of Chiloe had assumed disastrous proportions by the end of the quarter, particularly for small farmers.

All crops in the region have been affected to some extent and pasture damage has caused dairy and beef producers heavy losses.

The government has provided relief for area farmers in the form of long-term low interest loans, reduced railroad freight rates for feed shipments into the area and removal of livestock from the stricken area.

The Chilean Government was discussing new PL 480 purchases at the end of the quarter, as balances under the former and present agreement dwindled and the drought made it apparent that larger imports of foodstuffs would be needed for the remainder of 1962 and part of 1963.

PERSONAL TOUCH IN CHAD: Mr. B. Robert Sarich, at right, head of a recent U.S. Trade Development Mission to Chad, waits for the Radio Chad announcer to finish introducing him before addressing the people over the national network. Onlookers are representatives of the Chad Government and USIA.

U. S. Trade Mission team finds little potential trade in Chad

Landlocked Central African nation is French-oriented; railroad lack limits trade links with world market

Located in Central Africa just north of the tsetse fly zone, Chad covers an area roughly 3 times the size of California.

It is predominantly agricultural, with livestock raising in the central regions and some fishing along the main rivers of Chari and Logone.

The principal cities include Fort Lamy, the capital, with a population of approximately 93,000, followed by Moundou (25,000) and Fort Archambault (18,000).

Chad's population is estimated at 2.8 million, with very few non-Africans and the density is only 6 persons per square mile.

The population is divided into 15 different groups, of which 12 are basically Moslem (45% of the population) and 3 pagan and Christian (accounting for 55% of the population).

In 1960/61 the school enrollment was 76,839.

Chad's economic growth and future development face considerable difficulties in view of the inaccessibility of its vast, landlocked territory, transportation difficulties and the great distance to major sea ports.

The climate is also unsuitable for the cultivation of tropical crops such as cocoa or coffee, which could be easily exported.

Because of these limitations the country's exports (which in 1961 amounted to $21.6 million) consist principally of cotton fiber (80%), meat, cattle on the hoof, reptile skins and hides and dried fish.

Chad's most important imports ($25.5 million in 1961) are tea, sugar and flour.

Taken as a group with tobacco, wine and beer imports they represent 24% of all imports.

Petroleum products, vehicles, cotton textiles, wood, cement and iron and steel products of all types are also important imports.

Over half of all imported products ($13.5 million) came from France; in 1961 only an estimated $980,000 was

imported from the U.S., or 3.8% of national total.

Chadian industry, which is extremely limited, includes 24 cotton gins in the south of the country, 1 small cotton seed oil press and soap factory, 1 peanut oil factory, 3 small metal fabricators, 1 bottled water factory and 2 brick kilns. There is a modern slaughterhouse in Fort Lamy and a smaller one in Fort Archambault.

Transportation limited

Although Chad has 18,600 miles of roads, of which about 500 miles are all weather, heavy rains and floods close most of them to heavy traffic during 3 to 6 months of the year.

The same uncertainties apply to waterways, with the Chari River navigable only during the 3- to 4-month rainy season.

Since the country has no railroads, air traffic is an indispensable link with foreign countries and many consumer products are imported by air freight.

In view of the uncertainties both of the road and river traffic the Government is interested in extending the Transcameroonian Railroad to Fort Archambault, which would connect Chad with the Atlantic Ocean.

This project is considered to have more economic justification than the Bangui-Chad railroad project which has been dropped.

Chad is a vast and undeveloped country, with 96% of the population engaged in subsistence agriculture, stockraising and river fishing.

Sorghum, millet, paddy rice and wheat are the chief food crops.

Chief economic asset

Cotton production is the most important economic asset (just over 100,000 tons in 1960/1961).

In the north and central parts of the country there are estimated to be at least 4 million cattle and 4.5 million sheep and goats.

Cattle are exported on the hoof, largely to neighboring Nigeria, while meat exports, although increasing, are limited by the high cost of air shipment.

Exports of reptile skins are increasing.

Chad's only mineral currently exploited is natron, a carbonate and bicarbonate of soda, which is found in the shallow pits around lake Chad.

It is used locally for human and animal consumption and small quantities are also exported.

Principal American products currently imported into Chad include gasoline, trucks under 10 metric tons, lubricating oils and greases, diesel oil, lamp kerosene, passenger vehicles, cast iron manufactures, air conditioners, refrigerators and freezers, nuts and bolts and second hand and reconditioned clothing.

These 11 categories totaled $692,000 or 71% of all U.S. exports to Chad in 1961.

American missionaries and other Americans living in Chad import medicines, canned fruits and vegetables, paper products, typewriters, stoves, films, chemical products, washing machines, calculators and other items.

Asphalt is a traditional U.S. export to Chad, but fluctuates directly with street paving projects in Fort Lamy.

Chad is presently a very limited market for American goods. Imports from countries other than France and members of the Equatorial Customs Union are limited by import quotas.

Global quotas for all countries, except the European Economic Community (EEC), are subdivided among leading importers on the basis of imports during previous years.

Strong French ties

Chad is a member of the Franc Zone, having strong economic ties with France, but its government desires to diversify its trade and develop wider trade relations with a number of Western countries.

However, its own financial resources are severely limited and it requires substantial external aid, which is provided primarily by France through Fonds d'Aide et de Coopération (FAC) and the Common Market.

Funds extended by France are normally used to procure French products.

Development of tourism is receiving considerable and serious attention in official Chadian circles.

The chief tourist resources are game and wild life areas, and scenic attractions.

The government is trying to attract foreign capital to this potentially promising sector.

In connection with foreign investments in general, Chadian Government officials plan to enact an investment code which would offer potential foreign investors adequate guarantees for the repatriation of capital and profits.

Fluid Power Assn. members are tied to export program

Study shows most companies trade with countries in EEC

Members of the National Fluid Power Assn. are deeply committed to export programs, according to a new study by J. W. Peterson, Chairman of the association's Market Research Committee.

Nine of every 10 member companies answering an association questionnaire are engaged in exporting, and the typical company has been in the field for more than 10 years.

Two of every 3 companies now sell to countries within the European Economic Community, and 20% more of the association's members are planning to do so in the near future, according to the study.

Companies selling in the EEC are almost equally divided between firms which manufacture in the U.S. and those with some production facilities overseas. About 35% of the latter have their own plants, and half these plants are jointly owned.

Some 60% of the companies selling in the Common Market have licensees, and 30% have cross-license agreements; some have both licensing agreements and plants of their own.

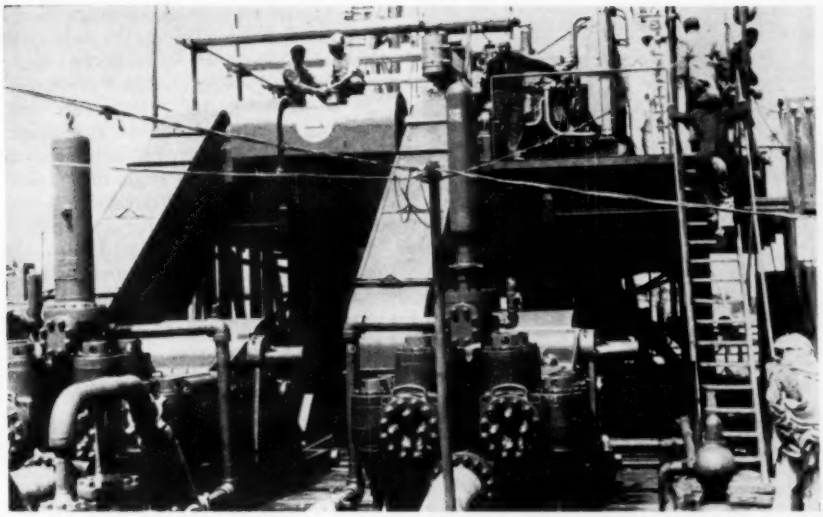
Distributor selling popular

Sales through distributors are the most popular method of selling in the Common Market, accounting for 36% of the member company replies. Another 25% reported sales through manufacturers' representatives, and sales through licensees accounted for 21%.

Another 17% of the Common Market sales came directly, through use of company sales representatives, and the remaining 1% came through mail orders.

Hydraulic valves accounted for 27% of the sales total. The association's 5 other product categories—connectors, air cylinders, hydraulic cylinders, hydraulic pumps and motors, and air valves—each accounted for 12 to 15% of the total.

Of 43 responding companies, 36 sold under their own name, 5 used their own name and another, and 2 sold exclusively under a different product name.



LIBYA JOINS THE OIL CLUB: Workmen scurry about a newly-built oil rig in the Libyan desert. In the foreground are 2 slush pumps built by the Gardner-Denver Co. of Quincy, Ill. Libya is the newest of the Mediterranean lands to share in the prosperity of burgeoning oil discoveries. (Exim Bank Photo).

Libya funnels petroleum riches into public services; oil firms still provide chief U.S. market

Production nears 10 million barrel mark in 8 months; had good trade balance even before oil discovery

Libya's continued economic expansion during early 1962 was highlighted by the acceleration in the public sector.

Fed primarily by U.S. and United Kingdom contributions, continued heavy investment by foreign oil companies in exploration or petroleum production, and from ever increasing oil revenues, the levels of government expenditures rose considerably.

Present indications are that the bulk of oil revenues derived from the expanding oil economy will be channeled by the Development Council into social services and agriculture rather than the industrial sector.

Should expand trade

Despite this the oil economy indicates that it will generate a gradual expansion in trade, increased consumption of imported consumer goods and, to a lesser extent, stimulate travel and commercial investment.

As in the past, Libyan businessmen are attracted to the most promising sector of the economy: the field of commerce.

Opportunity for American exporters lies chiefly in the supply of oil field machinery, parts, provisions and tools.

However, the American oil companies operating in Libya have been procuring the bulk of their equipment from European sources, because American prices for oil field equipment are generally higher.

Europe getting orders

Responsible oil company officials forecast increased procurement from European sources and a corresponding drop in imports from the U.S.

Although the Libyan market has preferred cheap consumer goods, foreigners in the oil industry and related activities as well as increasing numbers of well-to-do Libyans are purchasing quality goods.

American firms should be able to supply more foodstuffs, household appliances, photographic supplies, textiles, clothing, furniture, household furnishings, jewelry, toys, dolls, and games as well as automobiles, commercial vehicles and agricultural machinery or farm implements.

Imports short of record

Despite a substantial expansion of revenue Libya's imports have declined from the record levels of 1960, when purchases abroad amounted to over $169 million.

The absence of current trade data precludes any reliable analysis of Libya's trade trends. However, the volume of imports received in the country's main ports, Tripoli and Benghazi, during first quarter 1962 was somewhat lower than the tonnages unloaded during January-March 1961 (204,000 compared to 216,000 long tons).

Financial position secure

The money supply continued to grow as the accumulation of foreign assets and the expansion of private credit advanced.

Foreign exchange reserves reached a record high of $88.7 million at the end of February 1962.

Thanks to Anglo-American contributions, the current expenditures of the foreign military establishments, and the continuing major investments of foreign oil companies, Libya has had a surplus in her balance of payments since 1956.

Oil clinched security

The financial future of the country was apparently assured with the first shipment of oil on October 25, 1961.

Since that date almost 10 million barrels of oil have been sold abroad.

Furthermore, by the end of 1961 some 20 foreign oil companies had a minimum total investment of $574 million which has since been supplemented by large-scale expenditures on pipelines and harbor facilities.

Another $218 million will probably be added to the total oil company investments by the end of the year.

A copy of the Foreign Service Despatch from which this article was drawn is available on loan from the Africa Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

UNTOUCHED BY HUMAN HANDS: Pistons march along the SIMCA automobile company's automatic machining line. A U.S. Export-Import Bank loan helped introduce this bit of automation to France. The French auto industry has rallied strongly from its 1960 slump. (Eximbank Photo).

U.S. broadens trade with France; investment outlook bright as French industry surges on

Car production rallies; businessmen optimistic; EEC farm agreement promises higher sales; duties on industrial imports almost eliminated

Most indicators show that France's economy is now surging ahead, spurred by an accelerating rate of industrial expansion and a major advance in the chemical industry.

After a sharp production decline in early 1961, the automobile industry has righted itself and almost regained the record level of early 1960.

Production of electrical equipment also showed a relatively high rate of expansion.

Official reserves of gold and convertible currencies continued to rise, reaching record levels at the end of March.

Business leaders, queried by the National Statistics Institute at the end of February, showed more optimism than they had expressed in recent surveys. More of them expressed confidence in an upswing in business activity during the coming months.

However, a March poll reflected a slight deterioration in the climate of business opinion.

Import controls relaxed

As of March the only remaining quantitative import controls on privately traded industrial goods were on certain types of clocks and watches, which will be removed without further notice on July 1, 1962, and on transistors and portable radios, scheduled to be removed on October 1.

On March 1 a number of minor modifications were made to the French tariff schedule. Errors in calculations made when the tariffs were modified in accordance with the Rome Treaty were corrected and certain ambiguities eliminated.

Import duties were readjusted on some items. The tariff on unwrought magnesium imported from other Common Market countries was suspended for a year.

Hence Italy, which in 1960 was France's fourth-ranking supplier, will enjoy a tariff advantage over Canada, the U.S. and the United Kingdom, her 3 leading suppliers.

Imports of unwrought magnesium in 1960, however, totaled only $220,000.

Trade at record levels

Metropolitan France's trade with foreign currency areas reached an all-time peak, but the volume of trade with the overseas franc area declined.

Exports to the franc zone were so low in March that, for the first time, France showed no export surplus in its trade with that area.

U.S. doing well

The U.S. performance in the French market for the first quarter of 1962 was good. French imports from the U.S. averaged 16% above the previous quarter and 13% above the corresponding quarter of 1961.

A major shift in the import pattern was registered by the drop in cotton shipments from the U.S. to little more than one-fourth of the level a year earlier. In fact, American cotton accounted for only about one-fourth of total French imports, while in early 1961 or 1960 they amounted to almost 60%.

However, the increased sales in U.S. machinery, mechanical appliances and electrical machinery and equipment was most encouraging.

France imported $214 million worth of goods from the U.S. during first quarter 1962, or about $29 million more than the preceding quarter and about $25 million more a year before.

On the other hand, French exports of $117 million worth of goods to the U.S., were 8% below the preceding quarter ($127 million), but 51% above the exceptionally low first quarter of 1961 ($77.5 million).

Investment outlook good

The investment outlook continues to be favorable, although pressures for price and wage increases persist and cloud short-term prospects.

Forecasts for private investment are somewhat less favorable and are ex-

pected to increase at a lower rate than in 1961.

On the other hand, the rate of increase in public investment is expected to at least equal that of last year.

There are indications that the French will no longer indiscriminately welcome any American investment, as they now are inclining toward a more selective approach.

Industrial activity climbs

The rate of industrial expansion, which had levelled off between June and September, started to climb again during the fourth quarter, experiencing a marked upward swing in the first 2 months of 1962.

The seasonally adjusted index of industrial production for that period was 8% above the corresponding period of 1961.

The satisfactory expansion rate is largely due to progress in the chemical industry (18% above the first 2 months of 1961).

The important metals processing sector was almost 9% above early 1961, reflecting the recovery in the French automobile industry.

Production of electrical equipment also showed a relatively high growth rate.

On the other hand, the production of metals was below 1961 levels for 3 consecutive months.

Farm machine slump ends

Sales of agricultural machinery in France during 1961 increased 8% over 1960, according to reliable figures. This upturn, which continued into the first quarter of 1962, apparently marks the end of the recession which the industry has been experiencing since 1959.

Trade circles attribute it to optimism among farmers resulting from the prospect of increased sales in the Common Market following the January agreement on a common agricultural policy.

Car sales jump

French automotive sales picked up during early 1962 and production expanded to meet demand as new car registrations ran about 20% ahead of 1961. Total production for the quarter was 383,549 units, 54,000 above 1961 when the industry was experiencing its first recession since the end of the war.

Production actually began to pick up slowly during the last quarter of 1961 and has accelerated with the traditional spring upturn.

The upward movement of sales has continued steadily and is expected to persist through the summer.

Current estimates are for a production year of 1,450,000 automotive units.

About one-third of French first quarter production was exported, as foreign sales also revived.

Imported automobiles, particularly German, English and Italian, shared in the strong market as imports accounted for about 13% of new car registrations.

The French chemical industry showed greater strength during this period than was evident during most of 1961.

The plastics sector is recovering remarkably well from its slump during the summer and early fall of 1961.

Exports during the first 2 months of 1962 were slightly ahead of the corresponding period of 1961 and imports zoomed up 30%. The U.S. continues to be France's leading chemical supplier, although West Germany is close behind.

Textiles slump

The French cotton textile industry was depressed during the first quarter.

Production of yarn fell below normal, yarn deliveries were reduced, orders in spinners' hands were down, and stocks of finished yarn on hand were relatively high.

Price competition in yarns became quite acute.

The situation was aggravated by the long-term decline in exports of yarn and farbic to Franc-area purchasers and, more recently, to West Germany.

French production of electrical machinery and equipment increased by an average of 10% from 1960 to 1961.

The outlook is good for sustained electrical machinery and equipment production during the next several months due to a continuing flow of orders from both government and private sectors.

However, output of pig iron and crude steel continued at levels appreciably below those of early 1961 because of reduced internal demand and reduced exports.

An upturn is expected later in the year, helped by increased orders from the automotive industry.

In the transportation field, the French and the British agreed to enter into joint studies concerning construction of a supersonic transport aircraft.

New liner commissioned

The entry of the liner "France" into transatlantic service in February received the broadest possible publicity as a symbol of the nation's modern shipbuilding industry and its intention to stay in the thick of transatlantic passenger competition, both sea and air.

Continued internal stability and further strengthening of the international position of the franc craracterized French financial affairs.

The steady growth of official reserves of gold and convertible currencies (which reached the record level of $3.2 billion at the end of March) was accompanied by monetary policy changes to restrain credit expansion while making more funds available for investment. There was also some relaxation of foreign exchange controls, and an increase in prices.

More reserves build up

Official reserves increased again in April to another record total of $3.3 billion.

The outlook seems to be for a continuation of the same trends and policies, and it is also improbable that the financial market will be further opened to foreign borrowers.

Substantial increases in certain basic food prices caused both wholesale and consumer prices to rise in March after a period of relative stability in mid-quarter.

The March and April increases in retail prices were sufficient to raise the legal guaranteed minimum wage by June.

The government took various measures to limit the increase, by reducing some taxes on food items, increasing imports, decreeing ceiling prices and releasing stocks of potatoes which are not normally considered suitable for human consumption.

Labor relatively calm

The labor scene has remained relatively calm. Continuing full employment, increased earnings and relative price stability contributed to the calm social climate.

However, the tight labor market and especially the growing shortages of skilled manpower remained continuing concerns with no apparent short-term solutions.

Shortages of skilled labor continue, particularly in the metalworking industries and even in the construction trades where labor surpluses are generally registered during the winter months.

Collective bargaining in private industry resulted in renegotiation of a national wage agreement in furniture manufacturing and several regional contracts in metalworking, resulting generally in from 4 to 7% increases in contractual minimum wage rates.

In key nationalized industries as railroads, gas and electricity, new negotiations led to upward wage adjustments of 4 to 5% effective April 1.

Developments in the agricultural sector during the first quarter were highlighted

by the EEC's January agreement on a common agricultural policy.

Expect higher sales

This policy assures that uniform rules will be established for the marketing of agricultural products by Community members, marking a turning point in the relations among the Six.

French opinion looks upon the Commón Market as an opportunity for assuring increased French agricultural exports to the member countries.

Last year's governmental efforts to move increased areas of French farm production into export channels are reflected in figures for the first quarter of 1962.

Domestic supplies of milk, butter and meat remained at relatively favorable levels and shortages actually developed in potatoes and grain.

Current indications are that the temporaray respite from the surplus situation is nearing an end. Pasture conditions, although not good early this spring, are now improving and supplies of milk, butter and meat are increasing.

Belgian market for U.S. shoes could develop

American shoes have a fighting sales chance on the Belgian market—but only if they're competitively priced, according to the U.S. Embassy in Brussels.

Men's and women's leather shoes on the Belgian market retail at from $4 to $12 but U.S. and Swiss shoes generally sell at higher prices.

U.S.-made shoes now marketed in Belgium include men's dress shoes, selling at from $22 to $30 a pair, and women's dress shoes, priced from $17 to $20 a pair.

Belgium imported 3.5 million pairs of leather shoes in 1960 and 3.2 million pairs in the first 11 months of 1961—chiefly from Italy, the Netherlands, West Germany and Switzerland.

Imports from the U.S. are small; these amounted to 4,175 pairs valued at $32,793 in 1960 but rose to 6,051 pairs valued at $26,726 in 1961.

Footwear production in Belgium has increased steadily since the end of World War II and in 1961 output was estimated at 22.3 million pairs, the highest production year on record.

Comparable estimates for 1959 and 1960 Belgian output were 14 million and 16 million pairs, respectively.

Foreign aid helping Bolivia shrug off chronic slump; transportation needs stressed

State tin mines relatively stable; private output jumps; Japanese respond to government's invitation to investors

A fairly stable period marked by progress in several areas of the economy is giving rise to cautious hopes that Bolivia may be pulling herself out of her chronic depression.

Buoyed by foreign aid, she is embarking on a program of far-reaching reform concentrating heavily on the transportation sector.

Import duties and consular fees have been eliminated on industrial equipment and parts, reflecting the government's desire to assist the development of the country's hard pressed domestic manufacturing industries.

Arrival of much needed consumer goods and capital goods ordered last year seemed to have a catalytic effect on the general economic outlook of the country.

Investors from abroad have renewed their interest in Bolivia and its relatively new Investment Law.

Tin production, although lower in the government mines, has increased in the private mines.

Gold and dollar reserves have been maintained at satisfactory levels and economic developments under the Alliance for Progress began to gather momentum.

Transportation system aided

Completion of credit arrangements from the U.S. and the United Kingdom for rehabilitating the railroads gave the transportation sector a brighter outlook.

Further assistance for the railroads was received from Brazil by a grant of 28 steam locomotives.

Plans for repairing airfields in Cochabamba and Santa Cruz have been completed and arrangements were concluded between the U.S. AID Mission to Bolivia and a U.S. consulting firm for technical assistance to study all aspects of civil aviation in the country.

Additional technical assistance will be supplied by personnel from the U.S. Federal Aviation Administration.

The study will place major emphasis on Bolivia's domestic line, Lloyd Aereo Boliviano (LAB).

Developments in the industrial sector have overshadowed those in the commercial sphere recently.

The Bolivian Government, along with local labor and management, indicated growing concern over the state of industry and the need to rehabilitate it within Bolivia's development program.

The National Confederation of Bolivian Factory Workers petitioned the Government for a broad comprehensive program to assist domestic industry. The National Chamber of Industries indicated substantial agreement.

The Governor of the Inter-American Development Bank was asked to raise Bolivia's credit from $1.1 million to $10 million, and to relax what the government considers overly strict loan conditions.

Japanese investors interested

The National Committee on Investments reportedly processed investment applications totalling over $23 million in 1961.

These were principally in the mining field and predominantly Japanese.

Bolivia has shown increased agricultural output and the government has expressed interest in assisting farmers to further increases.

Estimates for the 1962 rice crop were set at 25,000 tons, compared with 21,500 tons in 1961.

The Comite Nacional de Comercializacion de Arroz has done much to improve rice marketing and production in Bolivia.

Wheat production remains at approximately 30,000-35,000 tons annually.

At the present time national grain production meets only 20% of the country's flour needs.

The Government wants to stimulate wheat production, especially in the de-

pressed areas of Potosi, Tarija, and Chuquisaca.

Sugar producers anticipate an output of 47,000 metric tons in 1962 compared with 41,150 tons in 1961.

Reserves rally after drop

During the annual post-Christmas decline, the money supply dropped 3.5% in January and .4% in February. The decline primarily reflected a drop in foreign exchange reserves.

Reserves then rose 63% during March to within 84% of the seasonal peak of December 1961, the highest level of Central Bank gold and dollar reserves since 1955.

Larger than usual mineral exports at favorable prices had brought reserves to this unusually high level.

Loans to the public fell off by 1 billion bolivianos while loans to the Government increased by 4.1 billion and miscellaneous accounts contributed about 23 billion bolivianos to the money supply.

Alliance gets underway

The Alliance for Progress gathered momentum during the quarter, with agreements on several important social and economic projects.

The projects include a $600,000 urban school construction program, a $250,000 rural school construction program, a $2.4 million road construction equipment loan and a $3.4 million procurement program for the government oil corporation.

Final plans to rehabilitate the Antofagasta and Bolivia Railway Company were concluded during the quarter.

The program involves $2 million from the U.S. and $750,000 from the United Kingdom, plus local funds equivalent to $500,000. The rehabilitation of this road should greatly help the movement of goods into the country.

The nationalized mines have had no serious work stoppage for a period of 8 months, due to the government's meeting payroll obligations on time.

Private tin output rises

Government tin mine production dropped 2.25% in 1961 while private mine output increased by 11.45%.

This indicates that private industry will respond to stimuli such as an adequate price for tin.

Construction permits in La Paz have shown a sizeable increase, and electric production in La Paz rose almost 12% in a year.

Sales of foreign exchange for the first quarter of 1962 amounted to $13.9 million, an increase of $1.3 million over the same period in 1961.

DROUGHT PROTECTION: Work is progressing on the Mechra-Klila Dam, part of Morocco's Lower Moulouya River Valley Irrigation Project. When completed in 1963, the dam will irrigate approximately 173,000 acres of Northeast Morocco. Spring rains recently broke a long Moroccan drought and gave promise of a normal harvest in this predominantly agricultural nation. (Photo courtesy of the Moroccan Embassy)

Rains end Moroccan drought, bringing on cautious optimism; state invites capital investors

Cost-of-living spirals during first quarter; national development program moves into high gear

Abundant rainfall in March brought an end to the severe drought which greatly depressed Morocco's economy in 1961 and the early part of 1962, according to the U.S. Embassy in Rabat.

Although the prospect of a normal harvest is encouraging to a country where 70% of the population is dependent upon agriculture, the existing inflationary pressures may well get out of hand with increased purchasing power.

Business activity during the early part of the year remained sluggish. No new investments from abroad were made, and there was no significant local industrial activity. This inactivity kept unemployment at high levels.

Some upturn in business activity was noticeable in March, as the government focused attention on the National Development Program (Promotion Nationale) and continued to encourage new investment.

Cost-of-living rises

The cost-of-living index (100-October 1958-September 1959) stood at 113.1 in March.

The level of 109.1 reached in November and December was the basis for a

5.7% increase in private sector wages which went into effect January 1, 1962.

The wage boost, higher taxes, forced contributions to the National Investment Fund, and higher customs duties on a wide range of imported consumer goods, helped aggravate the steady rise in the cost-of-living index.

In January it stood only 2.7 points above that of January 1961, but in February it rose to 3.4 points and in March it stood at 5.3 above 1961.

These pressures on prices might have shown an even sharper surge upward had not general business conditions been poor and purchasing power limited. Inflationary forces may take a more serious turn should economic activities revive.

There were few industrial developments during the first quarter of 1962. The government has contracted with French and German firms for construction of a chemical complex at Safi, but no actual work was undertaken during the first 3 months of 1962.

An American firm has been retained by the Moroccan Government as technical advisers and supervising engineers for the project.

The government has received various proposals for an iron and steel complex, but again no action was taken in the first quarter.

The government is looking for a foreign firm to take over the TARIK tractor assembly plant at Casablanca, which failed about a year ago. During April it was announced that Massey-Ferguson, a British firm, would enter into some licensing arrangement in an effort to get production of agricultural tractors underway.

Because imports of these tractors have been cut off, their scarcity could affect agricultural production in the modern sector.

Truck assembly

The first lot of British Ford trucks are being assembled by Star-Auto at Casablanca, which also assembles Volvo trucks.

The government's Irrigation Office signed an agreement with a Polish firm to construct a pilot sugar beet refinery which would process 3,000 metric tons of beets a day and refine 40,000 metric tons of sugar a year.

The Moroccan Government opened a television network on March 3, 1962, using old and borrowed equipment.

But it is studying various proposals for the establishment of a national network with modern transmitters, relay stations and studios.

Imports of 2,000 television sets were authorized, but the government intends to set up an assembly plant for receivers at Tetuan.

A British firm, Ferguson, will probably be given the contract for supplying parts and equipment.

A Russian technical team presented its report on the proposed shipyard at Tangiers to the Moroccan Government, but it appears that further study will be needed b e f o r e construction actually begins.

More importantly, no decision has been announced on how the yard is to be financed.

Foreign exchange drops

Foreign exchange holdings dropped to $199 mililon (Dirhams 1,008 million) in December, compared to $250 million (Dirhams 1,268 million) in 1960.

Despite the heavy drawings during 1961, foreign exchange holdings are sufficient for anticipated current needs.

The foreign trade picture was a partial cause for this reserve decrease in 1961. Imports rose 8.2% over 1960 and exports decreased 3.4%.

As a result the trade inbalance rose from $58.2 million (Dirhams 294 million) in 1960 to $100 million (Dirhams 526 million) in 1961.

Moroccan foreign commerce during 1961 was influenced considerably by the drought which reduced its foodstuff exports by 9% and increased imports of foodstuffs by 26%.

Imports in 1961 for all major commodity groups increased, except for agricultural equipment.

The U.S. was the second largest exporter to Morocco in 1961 with $49 million, or a 10.4% share of the Moroccan market.

Included in this figure are $14 million worth of wheat and $2.5 million worth of barley, much of which was donated for work projects and drought relief.

Excluding these shipments, the U.S. share of the market fell to 7% from 9% in 1960.

Agricultural prospects good

Heavy March rains ended the long dry cycle which had lasted since 1960, and brought a new aura of optimism to Moroccan agriculture.

Morocco should harvest a cereal crop of about 2.1 to 2.5 million tons and a 5-year average of 2.25 million tons.

Another bright spot in the agricultural production picture was the continued high rate of both citrus fruit and winter vegetable sales to Europe.

However, the quarter ended on a note of pessimism when citrus sales fell below totals recorded in 1961.

Oranges and mandarines accounted for the decline, while clementines showed a substantial gain in export sales.

There is also a shortage of livestock, whose number was greatly reduced by the drought. Sheep prices were 2 and 3 times higher during the quarter.

On the domestic front, major emphasis has been given to the National Development Program.

The program's pace slowed at the beginning of the year, but toward the end of the quarter there was a marked pick-up in projects and in the number of persons employed on these projects.

More than 59 million trees were planted under this program in 1961, 1003 kilometers of canals and storage basins were built, and over 900 hectares of land were improved and developed for agricultural purposes.

One half the labor costs were made by payments in kind from U.S. PL 480 wheat.

American trade in steel rises; imports jump

U.S. foreign trade in steel mill products has been climbing, although the growth in imports has been more marked.

For the first 4 months of 1962, the U.S. exported 651,000 net tons, compared to 586,000 tons in 1961, according to U.S. Bureau of the Census figures.

In the same period, imports jumped to 1.3 million tons, compared to 751,000 tons in the 1961 period.

While both exports and imports of steel in April—149,000 and 324,000 tons—fell below the tonnages for March, these monthly totals also reflected an increase over the corresponding April 1961 totals—138,000 tons exported and 239,000 tons imported.

The 1962 increase in U.S. exports were brought about by rises in semifinished steel, pipe and tubing, and sheet and strip which offset declines in structural shapes and piling, plates and tin mill products.

Among imported steel mill products, the largest tonnage increases occurred in wire rods and concrete reinforcing bars.

In both the 1962 and 1961 periods, 60% of total U.S. imports of steel came from the ECSC while Japan's share fell from 24% to 18%.

ON INTO THE NIGHT: The pace never slackens at the Retardara freight-car yards near Tokyo, and the lights burn brightly all through the night. Prostrate in 1945, Japan's economy has come storming back to new heights each year, despite constant predictions of an imminent downturn. (World Bank Photo)

Japanese surge may be slowing despite good first quarter record

April production declines; tight money partial cause; planned investments up as confidence remains buoyant

Japan's imports from the U. S. ran about 12% higher in first quarter 1962 than in the same period of 1961, according to the U. S. Embassy in Tokyo. They were valued at $534 million and constituted 36% of Japan's total imports.

The continuing high level of industrial activity accounted for increased imports of scrap iron, industrial machinery, coal, iron and steel.

A cut back in the cotton textile industry resulted in a sharp reduction in raw cotton imports.

Other major U. S. products losing ground included such varied commodities as petroleum, soybeans, raw hides, and animal fats and greases.

Japan's exports to the U. S. during the first quarter of 1962 were valued at $282 million and made up 27% of her total exports.

This was an increase of more than 35% over first quarter 1961. This increase is not as spectacular as it seems, since exports to the U. S. were down 21% from the year before in first quarter 1961.

Iron and steel rank first

Iron and steel moved into first place among exports, probably due to orders in anticipation of a steel strike in the U. S.

Textile exports have shown a marked recovery after a poor year for all categories except cotton fabrics in 1961.

The increase in cotton fabric exports may reflect orders anticipating a possible cotton equalization fee.

Of the 18 leading exports only canned tuna and inorganic chemicals declined.

Japan's total trade has undergone more moderate changes than its U. S. trade.

Overall imports increased by 15% during first quarter 1962 to a total of $1,497 million, and exports rose 9% to $1,034 million.

Sharp increases in petroleum imports and heavy machinery (almost 62 and 99% over March) were recorded, primarily because new foreign exchange allocations for the April-September period became available April 1.

More large shipments were scheduled to arrive during the month.

Preliminary indications for the first 3 weeks of May point to an exceptionally favorable month for imports and exports.

Some observers are even expressing hopes for the first favorable trade balance in 17 months.

Economic boom slows

In spite of some weakening in commodity markets, higher finished goods inventories, and signs that business liquidity was becoming strained, industrial production continued to expand in the first quarter of 1962, and the anticipated downturn in economic activity failed to materialize.

Evidence is increasing that the sustained boom in the Japanese economy may be coming to an end and that production may stabilize if not actually decline in coming months.

The mining and manufacturing index for April declined 8.9% in gross terms and 3.8% seasonally adjusted, representing the sharpest decline since August 1957. A drop of 5% in machinery production and 5.5% in steel output were cited by the Ministry of International Trade and Industry (MITI) as major causes of the index's fall.

Declines in output of nonferrous metals, ceramics, chemicals, and paper and pulp were also important contributing factors.

Tight money responsible

MITI interprets the decline as evidence that the government's tight money policy aimed at slowing down economic growth has permeated every sector of the domestic economy.

The consequent growth in manufactured goods inventories and a softening of commodity prices have brought on production cutbacks, according to MITI.

While the April decline could be a temporary phenomenon due at least partially to strikes and general unrest accompanying the spring labor offensive, there is now solid evidence this may be the beginning of a trend.

Preliminary figures based on electric power consumption indicate that the decline has continued into May.

The steel industry is planning further production cuts, reducing employment and lowering prices.

Cotton textiles, which have been operating far below capacity for some time, cut production to 65% of capacity in May and June.

Wool, rayon and synthetic fiber mills

have made even deeper cuts.

Wholesale prices have declined 2% since September, when the economic adjustment measures began to be enforced.

Greater price declines have occurred in capital goods, especially iron and steel and building materials, than in consumer goods, except textiles.

An actual increase in foodstuff prices, particularly fresh vegetables, has kept the decline in the index from being more pronounced.

These increases are also largely responsible for the continuing rise in the consumers' price index.

The impetus of past advances and the generally shared hope that the adjustment process will be brief have kept business confidence relatively buoyant.

Planned investments in plant and equipment are estimated to be 20% over 1961.

Government slowdown

Since the government considered the 1961 investment rate excessive and primarily responsible for the strain on the balance of payments, the current tight money policy was aimed principally at reducing investments.

Business, however, is caught between long run expansion plans and the immediate necessity of becoming more competitive in commodities scheduled for liberalization this year.

It is reluctant to curtail planned investments since most businessmen expect the downturn to be brief.

But signs are increasing that tight credit and firmer "administrative guidance" by the government will keep actual investment somewhat below what is presently planned.

As anticipated, the money market was extremely tight during the first quarter.

BIGGEST IN ORIENT: "Toyopet" sedans roll along the assembly-line at the Toyota Motor Co. plant in Japan, the largest and most modern auto plant in the Far East. The plant produces 3,000 sedans and 10,000 trucks per month. Although automobile inventories have begun to back up recently, Toyota plans to step up this plant's output by 1,000% in the next 3 years, to satisfy rising Asian demand.

Big Sales in Japan

U.S.-made goods accounted for almost half of the total sales of imported goods at the recent Osaka Trade Fair.

Sales of products manufactured in the U.S. were valued at $2.7 million; the overall figure was $5.8 million.

U.S. products included in the purchases were steel rolling machines, food processing equipment and ice cream vending machines, hand tools, and a broad range of other equipment.

An American manufacturer of ice cream making equipment said his firm sold or placed orders at the fair valued at almost $60,000.

Demonstrations of riveting equipment, saws, dish-washing devices, and automatic wire rolling machinery resulted in other sales.

Theme of the official U.S. Exhibition at Osaka, April 5-25, was "Modern Food Processing for Better Living." Forty American firms and trade associations from 15 states participated in the displays and demonstrations of U.S. products and technology.

A comprehensive display of American food processing and packaging machinery, a section of a supermarket, a model demonstration kitchen, and a variety of consumer goods, tools, and other items, attracted more than 750,000 visitors to the U.S. Exhibition.

The 1962 event marked the ninth consecutive year in which the U.S., through its Office of International Trade Fairs, has sponsored a pavilion at a Japanese trade fair. The fairs are held in alternating years in Osaka and Tokyo.

Americans face stiff competition in growing Ethiopia

U.S. accounts for nearly half of nation's exports; individual business contacts increasing

Imports have risen while exports are generally keeping pace, according to the U. S. Embassy in Addis Ababa.

Foreign exchange reserves have continued the modest rise which began in 1960, as moderately expansionist policies are pursued.

Both industrial production and investment have increased significantly since 1961 and prospects of future expansion of production are good.

Ethiopia's major export crop, coffee, has attained record levels.

Overall, current economic conditions are good for business, investment, and foreign trade.

The cautious forecast is that 1962 will be even better than 1961.

Trade patterns

Japan and Italy continued to dominate Ethiopia's import trade in 1961, with the U. S. a rather poor fifth.

Considering the low national income, the size of the Italian business community and the general consumer's emphasis on price rather than quality, our small export market in Ethiopia (only $5 million in January-September 1961) is disappointing but not too surprising.

U. S. exports to Ethiopia should rise in connection with large U. S.-financed projects such as the aviation development program.

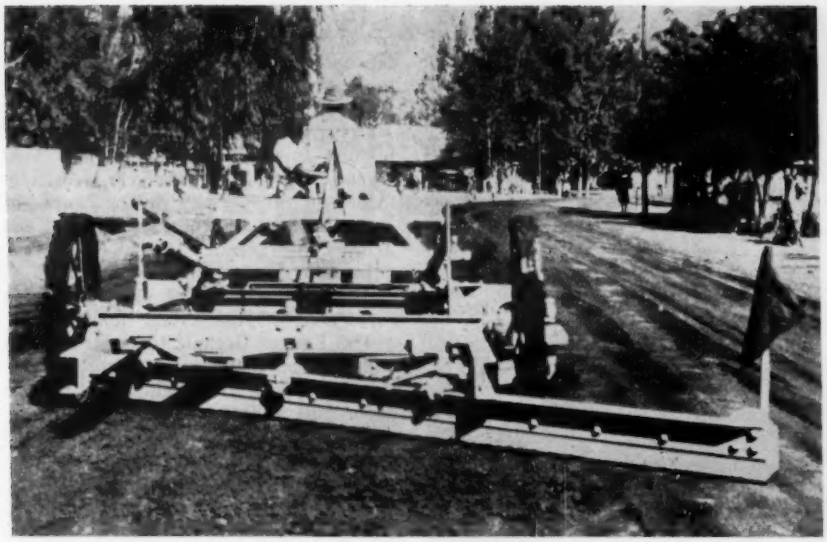
No substitutes for initiative

Desirable as these exports are, they do not substitute for successful seizure of market opportunities by normal commercial initiative.

The sizeable number of American businessmen visiting Ethiopia to open up new lines augurs well for future U. S.-Ethiopian trade.

The large volume of inquiries by local businessmen at the United States Commercial Library, which had 1,032 visitors in 1961, is also an encouraging sign.

We shall continue, however, to face strong and alert competition from well-



GRADING ETHIOPIAN ROADS: A vital part of Ethiopia's modernization program includes the grading and drainage of commercial roads which were formerly impassable for long periods during the rainy season. All-weather roads make her markets accessible to the country's backwaters throughout the year.

established Italian, British, German and other interests.

Soviet bloc countries are also working to increase their share of the Ethiopian market.

The U. S. is by far the most important market for Ethiopian exports, taking $27.6 million of Ethiopia's total of $64.9 million for the first 3 quarters of 1961.

The U. S. continued to be the largest purchaser of coffee, Ethiopia's major export.

Record coffee sales

The 58,500 metric tons of coffee exported in 1961 was the largest volume in Ethiopian history, and 7,500 tons above 1960 levels.

Foreign trade experts expect a bumper export year in 1962, with coffee exports perhaps again as high as 58-60,000 tons, and oilseeds, hides and skins making spectacular gains.

Although trade for the first 3 quarters of 1961 showed exports of $64.4 million and imports of $70.5 million, when adjusted the actual deficit was only $1.25 million.

Private foreign investment in large volume is an absolute essential for Ethiopia's economic development, and a number of actual or potential American investors have been active in Ethiopia.

A copy of the detailed economic survey of Ethiopia from which this report was drawn is available on loan from the African Division, Bureau of International Programs, Department of Commerce, Washington 25, D.C.

Ethiopia welcomes private foreign investors, and high government officials are alive to the importance of establishing and maintaining a favorable investment climate.

At the same time there is a certain ambivalence, manifested, for example, in occasional unofficial harassment if too many foreigners are thought to be on the payroll when Ethiopians are capable of doing the job.

Resurgent interest

However, there has been a resurgence of official interest in negotiating an Investment Guaranty Agreement with the U.S.; sparked by the Minister of Commerce and Industry. The government is also actively considering a new investment law.

In February the Ministry of Commerce and Industry said, "It is hoped that before long a more liberal and more comprehensive law will emerge, which can have more to offer to genuine would-be investors from abroad."

Reflecting the favorable investment climate, a number of important foreign ventures have been initiated since October 1961.

Three separate British firms made substantial capital investments in meat processing or canning activities.

A Dutch corporation announced the construction of a second sugar refinery which, will raise Ethiopia's daily domestic production to 2,400 tons. The added capacity may eliminate imports of all but highly-refined, luxury sugars.

U.S. firm gets potash concession

Finally, one of the outstanding economic events of the period was the signing of a concession to the Ralph M. Parsons Co. of Los Angeles to mine, process and sell potash in the Danakil area, Dallol.

The signing followed 3 years of exploratory work involving expenditure of over $2 million by Parsons and its partner.

Production may reach 300,000 tons a year, providing a great increment to the country's export earnings, as well as the employment of over 2,000 Ethiopians, and the investment of at least $15 million by Parsons.

Business machine trade for U.S., Europe booms

The combined business machine trade of the U.S., the European Economic Community, and the European Free Trade Association countries climbed in 1961.

Exports of business machines increased about 34% over comparable 1960 totals to around $838 million in 1961, Business and Defense Services Administration reports.

Imports for 1961 went over $558 million, up about 44%.

Should the trade boom continue, total exports of business machines in 1962 may top the $1-million mark and imports may reach $750 million.

The U.S. was the largest single country exporter in 1961 with 37% of the combined exports.

U.S. soybean group agrees to aid Luxembourg farms

Representatives of the Soybean Council of America and the Centrale Paysanne Luxembourgeoise recently initialed an Agricultural Assistance Agreement, to which both the U.S. and Luxembourg officials gave the tacit approval of their governments.

The agreement provides for farm demonstrations, seminars, conferences and other farm assistance for Luxembourg.

SHIPPERS FOR THE WORLD: A Panamanian merchant ship takes on cargo at one of the many worldwide ports of call for the Panamanian merchant fleet, one of the world's largest. World trade is vital to Panama's economy, and March traffic through the Panama Canal was at record levels. (World Bank photo).

Alliance loan boosts Panamanian growth; March canal traffic at record levels

Planned investment high despite scarcity of credit; good crops still fail to satisfy domestic food needs

Panama's already resurgent economy got an additional boost from the Alliance for Progress early this year.

Agricultural output and the construction and tourist industries, which ordinarily increase during the first quarter, showed higher seasonal gains than usual according to the U.S. Embassy in Panama City.

The development which holds most promise for the acceleration of the country's economic and social progress, however, was the obligation of most of the special grant of $9.9 million which the U.S. is making available to Panama under the Alliance for Progress to capital projects.

A total of $8.7 million was committed to high priority projects, principally for school construction, health facilities and sanitation in rural areas, cadastral photography and mapping and access road construction.

During the first quarter of 1962 the Government of Panama contracted 2 new economic development loans totaling $5.4 million; one was for $2.5 million in low-cost housing, negotiated with the U.S. Agency for International Development (AID) and the other was for $2.9 million for agricultural development, negotiated with the Inter-American Development Bank (IDB).

Increased income and higher tax rates increased government receipts this year.

Expenses, however, are still expected to exceed collections.

The total volume and value of trade of the Colon Free Zone increased again in the first quarter of 1962. Imports amounted to $16.9 million and exports to $27.2 million, leaving a record net favorable balance of more than $10 million, or a gain of 12% over the best quarterly balance achieved in 1961.

A Japanese Economic Mission to Latin America visited Panama in March to study possibilities for expanding trade.

The Canon Camera Company of Japan has already decided to establish a branch office in the Colon Free Zone, to facilitate the distribution of its products in Latin America.

Construction activity increased and building material sales were higher than a year earlier. Banks continue to be fully loaned and highly selective for short-term commitments. Long-term credit was virtually non-existent.

In spite of this tight credit situation, there is a high level of planned private investment in commercial building.

The Kruger Organization, Ltd., a Canadian-based management firm, has announced plans to install a $5 million paper mill in Panama.

Pending U.S. legislation may modify existing provisions for deferral of taxes on income earned abroad by U.S. individuals and controlled corporations.

The bill contains provisions intended to encourage U.S. private foreign investment in less developed countries.

Panamanian government officials and local private business circles are concerned over possible adverse repercussions on U.S. private investments in Panama, however, since such investments have generally gone into activities of a trading character, which presumably would no longer qualify for tax deferral.

Big crop rise not enough

Rice production was up approximately 10%, and the corn crop was estimated to be 25% larger than a year earlier.

Despite these gains, more imports of both these grains will be needed this year to augment the domestic supply.

Lack of credit still limits agricultural production, particularly in rice.

The dock and ship labor difficulties which started late in 1961 have not affected Canal traffic, as the number of ships transiting the Canal was larger than in the first quarter of 1961.

More cargo moved through the Canal during the month of March than during any previous month in the history of the waterway.

Concern remains, however, over the possibility of friction between the competing labor unions which are seeking to exercise leadership among the Panamanian dock and ship workers, many of whom are unaffiliated with any union.

Panama enjoyed an excellent tourist trade during the first quarter of this year.

Panamanian officials recorded 900 arrivals at the Costa Rica-Panama border checkpoint on the Inter-American Highway during the month of February alone, which is indicative of a favorable tourist traffic potential on this highway.

Emergency rediscount policy of Argentine Central Bank helps combat credit crisis

Circular B-334 authorizes new loans at up to 15% for important businesses temporarily in need

BUENOS AIRES—A new rediscount policy is in effect at the Central Bank (under Circular B-334) to combat the current liquidity crisis which is causing difficulties for industry and commerce and hampering tax collection, according to the U.S. Embassy.

Circular B-334 states that its only purpose is to assist firms which, although normally eligible for bank credit, find their financial position strained because of circumstances beyond their control.

The circular announces that banks may make new loans at interest rates up to 15% to industrial firms especially important to the economy because of their size, the employment they generate directly, and the volume of their purchases of domestic products.

To be eligible for rediscountable new loans, firms must show that they:

- Do not hold substantial accounts receivable which are collectible within the near future;
- Do not have other sources of financing;
- Have followed a prudent policy in distributing cash dividends or profits to partners, and have not recently invested in other firms unless these were in a complementary field;
- Have production plans which are reasonable in relation to probable sales volume;
- Do not maintain excessive inventories of either raw materials or finished goods, unless the latter was caused by the present general financial difficulties of the business community;
- Extend only reasonable payments arrangements to promote sales.

Applications must be accompanied by a full justification showing that the loan will contribute to a permanent improvement in the firm's financial position. At least 25% of each loan must be used for paying taxes or other debts owed the Government.

An application for a new rediscountable loan may be presented to only one bank with which a firm does business. This bank may join with others in making the loan.

The application, accompanied by the bank's analysis and recommendations, is to be forwarded to the Central Bank with a request that rediscounting be approved.

Requests will be considered by a special Central Bank committee of men from industrial, commerical and private banking circles rather than from the Central Bank's staff.

The rediscount rate will be 10% per annum. Rediscount facilities made available to each bank may not exceed 20% of its capital and reserves on Mar. 31, 1962, and in no case may its rediscounted volume plus its holdings of overdue and doubtful loans total more than 100% of capital and reserves.

Tight brewing barley quota set in West Germany

BONN—The Federal Republic of Germany has established an unannounced but presumably small quota for imports of brewing barley from all OECD countries and Australia, Poland and Czechoslovakia, according to the U.S. Embassy.

The quota applies to imports into Berlin only, and processing must be done there.

Further details are obtainable from: Einfuhr-und Vorratsstelle fuer Getreide und Futtermittel (Import and Storage Agency), Adickesallee 40, Frankfurt/Main, Federal Republic of Germany.

Completed units only in Jordan

AMMAN—Automobiles, buses, and refrigerators can be imported into Jordan only as complete units under a stipulation which took effect on May 27, according to the U.S. Embassy.

Peru revises pesticide rules

LIMA—Peru has issued new regulations on the importation and sale of agricultural pesticides and related substances, the U.S. Embassy reports.

These regulations, comprising 5 chapters and 25 articles, will be available shortly and may be requested from the American Republics Division, Bureau of International Programs, Department of Commerce, Washington 25, D.C.

Blocked rand bonds issued by S. Africa

Non-Resident owners eligible for $3500 minimum subscription

The South African Government is now offering at par to non-resident holders of blocked rands the first complement of a $28 million (R20 million) Government bond issue (FCW, Apr. 16, 1962, p. 645). Blocked rand accounts, created as a part of exchange control measures promulgated in June 1961, consist of non-transferable proceeds from sales of South African securities by non-residents.

As reported in the *South Africa Government Gazette*, all non-resident owners of blocked rands except those emigrating from the Republic after May 7, 1958 will be eligible to subscribe, subject to a minimum subscription of $3,500 (R2500) and thereafter in multiples of $700 (R500).

The bonds, which are neither negotiable nor transferable except on the death or insolvency of the owner, are redeemable in 5 equal annual installments one year from the date of subscription. The 5% interest is payable semi-annually and, along with the 5 principal repayments, will be freely transferable into the holder's foreign currency.

ON A SOUTH AFRICAN ASSEMBLY LINE: Mechanics adjust small parts on nearly completed car at Uitenhage, Cape Province. Government policies favor local assemblers. (South African Information Service.)

Increased auto-unit imports invited by S. Africa under import-bonus formula announced for 1963

Minister's letter to manufacturers' association outlines plan to encourage entry of components needed by local industry

PORT ELIZABETH—Automobile assembly units (CKD) will be eligible for a new bonus import permit formula, effective Jan. 1, 1963.

Under this plan assemblers of automobiles will be granted import quota increases based on the content by weight of locally made components in completely assembled vehicles. Throughout 1962 bonuses are being granted on the basis of value rather than weight of the South African components (FCW, Dec. 25, 1961, p. 34).

The new plan was officially announced in a letter to the National Association of Automobile Manufacturers of South Africa (NAAMSA) from the Acting Director of Imports and Exports. The Government proposes to grant a basic import-permit allocation for 60,000 units, 30,000 for each half of 1963. Bonuses for the first half of 1963 would earn an estimated 10,000 to 15,000 additional units.

Two other new measures, outlined recently by the Minister of Economic Affairs, are being considered to encourage the South African automobile component manufacturing industry. These measures include tariff protection for specific parts and rebates of excise tax payments made by automobile assemblers. Such rebates reportedly will be based on the proportionate weight content of locally-made parts in an assembled car.

U.S. census data indicate that in 1961 the U.S. exported to South Africa passenger cars and chassis worth $5,527,000 (in 1960 $13,321,000), trucks and truck chassis, $9,855,000 (in 1960, $9,963,000), and separate automobile parts for assembly, $399,000 (in 1960, $847,000). (FCW, Apr. 30, 1962, p. 769).

Fourth radio station due in Surinam capital

PARAMARIBO—The Government of Surinam has just licensed a fourth radio station here, the U. S. Embassy reports.

To cost more than $100,000, the station, RADIKA, is expected to open in the late summer under the operation of Shew Radhakishun, local architect and brother of Harry Radhakishun, member of Parliament.

Marketing co-op in Niger aims to cut prices

Common purchasing pact sought with Upper Volta

NIAMEY—A semi-governmental marketing and production organization, Société Nationale de Commerce et de Production (COPRO-NIGER), has been established by the Government of Niger, according to the U.S. Embassy.

Purposes of the organization are to provide new distribution channels and to reduce excessively high prices of consumer products on the one hand, and to facilitate commercialization of local agricultural goods and livestock on the other.

Capitalization

Capital of the company is 50 million CFA francs (about $200,000), of which 33% is held by the Government, 21% by the Niger Development Bank and mutual savings societies, 34% by the private sector of Niger, and 12% by a Tunisian company.

Officials from Niger have conferred recently with representatives of the Government of Upper Volta regarding coordination between COPRO-NIGER and Consumers' Cooperative of Upper Volta (CCCHV), a newly established but successful Voltaic cooperative.

Agreements have been reached for CCCHV personnel to assist in setting up COPRO-NIGER, and the two organizations will work out a program of common purchasing.

Ivory Coast N.Y. unit open, serving investors

The Ivory Coast Embassy in Washington has announced the opening of the Ivory Coast Development and Resources Agency in New York City. Purpose of the new office, directly connected with the Embassy, is to stimulate U.S. investment generally and to interest American investors in financing specific projects.

The agency will also be an information center for American businessmen and tourists.

The new office is directed by Louis M. Myers and is in the same building as the Ivory Coast Trade Mission, 46 East 74th St., New York 21, New York.

Port shipments surcharge set in Nicaragua

Long delays at port of Corinto reason for levy decision

MANAGUA—The West Indies Transportation Assn. (WITASS) has decided to levy a surcharge of $5 a ton on shipments loaded or unloaded at the port of Corinto in Nicaragua, the U.S. Embassy here reports.

The action was taken at the association's recent conference in London which covers shipping from Central America to North European ports.

The association decided to levy the surcharge because of continued and extensive delays—sometimes as long as 3 or 4 weeks—for ships using the port.

Principal causes of the delays are:

1. Ineffective port management.
2. The stevedore union's insistence that all cargo be weighed, even when packed in standard size containers.
3. The Port Authority's need for various pieces of modern wharf handling machinery, principally fork-lift trucks.

Cargo handling equipment will soon be ordered; this should permit more efficient use of the large transit sheds on the dock, but will do little to facilitate matters if the weighing requirement is not removed.

The surcharge will continue in effect until the port of Corinto demonstrates ability to handle ships on a reasonably efficient basis.

Other conferences are expected to follow suit in imposing a surcharge.

As a result, a considerable volume of imports likely will be diverted to San Juan del Sur.

Such diversion with exports will be more difficult as the largest source of such exports is the region close to Corinto.

Colombia drops specific duty on some watch categories

BOGOTA—Colombia has abolished the specific duty of 10 pesos (about $1.50) per unit on imports of watches in cases of base metals or plated with precious metals (tariff No. 928-c-2), according to the U. S. Embassy.

The 50% ad valorem duty on this item remains in effect.

FOREIGN CONTRACT AWARDS

Described below are recent contract awards for construction work and supply of equipment, materials and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star(★) from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

AUSTRALIA — Postmaster General's Department awarded contract for supply and installation of **mail handling equipment** to Telephone and Electrical Industries, Ltd., Sydney. Amount tendered was $2,756,250.

Electricity Commission of New South Wales awarded contract for supply of 310 mVA, 16.5/330 KV, **3-phase generator transformer,** costing about $700,000, to ASEA Electric (Australia) Pty., Ltd., Melbourne.

COSTA RICA — Government signed contract with Mexican firm and Texaco Refineria Costarricense S.A., San José, for construction of **2 oil refineries.**

GREECE—Fourth construction contract (FCW, March 5 and June 11) for **aircraft parking apron, internal roads and utilities** awarded to Romvos S.A., 7 Philellinon Street, Athens. Winning bid was for 41,050,000 drachmas (about $1.4 million).

MALAYA—Friedrich Uhde G.m.b.H., Dortmund, Germany, contracted with Urea & Paper Factories Co-Operative Society for construction of **chemical fertilizer plant.**

SPAIN—Contract for construction of La Coruna **oil refinery** (FCW, May 8, 1961 and June 19, 1961) awarded to Lummus Co., 385 Madison Avenue, New York, N.Y.★

Tariff revisions affect 133 items entering Japan

TOKYO—The Japanese Government has revised the import tariffs on 133 items, the U.S. Embassy reports.

The tariff was raised on 68 items and lowered on 32 items relatively unimportant from the standpoint of United States-Japan trade.

A specific instead of an ad valorem duty was effected for 10 items and either a specific or ad volarem duty, whichever is higher, for 9 other items.

Quota system

A tariff quota system was adopted for 13 items and a seasonal duty, the first of its kind in Japan, was imposed on imports of oranges.

Probably the tariff increase most important to U.S. exporters is that on imports of crude oil, which are scheduled for liberalization on October 1. The substantial increase from the old rate of 320 yen (about 96¢) per kiloliter to the new rate of 530 yen (about $1.59) per kiloliter is considered part of a comprehensive governmental program for helping the domestic coal industry withstand liberalization of import controls on oil.

Increases

Rate increases were effected for certain copper products—for example, beryllium copper alloy bars—from 15 to 30% (20% until Sept. 30, 1962); master alloy and copper alloy of beryllium, 10 to 25% on Oct. 1, 1962; and copper alloy ingots from 10% to 30 yen (about 9¢) per kilogram.

Increases were also effected for a number of nickel, lead and zinc products. Canned pineapple was subjected to a sharp tariff increase from a 35 to a 55% rate, to run through Mar. 31, 1965, when the tariff will revert to the new statutory rate of 45%. Since import restrictions on canned pineapple are scheduled for modification in October 1962, this tariff increase may be interpreted as a means of protecting Ryukyuan imports from the rigors of such liberalization. Imports into Japan from the Ryukyus enter free of duty.

Additional details can be obtained from the Far Eastern Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

Pakistan presses policy of import liberalization

Import license reduction faces firms with poor export showing

KARACHI—Pakistan has announced that its July-December 1962 import policy is aimed at consolidating economic gains and extending the scope of liberalization in various fields, the U.S. Embassy reports.

At the same time, the Government warned industrialists who have taken inadequate interest in the export market that they will have their import licenses reduced if they fail to show export performance by the end of 1962. The new import policy was announced more than a month before the beginning of the new period, compared with the usual couple of days.

According to preliminary information, the number of items on the regular import list (licenses based on historical record of imports) has been raised from 173 to 178. Commodities newly importable during the July-December 1962 period include food colors; gramophone parts, accessories and needles; record players and record changers; electrical instruments, apparatus, appliances and accessories; and building and engineering materials.

The foreign exchange ceiling for imports of tractors, insecticides, and materials and equipment such as wood, timber, marine diesel engines and nylon twine for the boat and fishing industries have been increased, while film producers and cinemas will be able to import their requirements of air conditioning and studio equipment.

INTERNATIONAL COMMERCE will carry further details as soon as the complete text of the new import policy is received. At that time, specific information on selected commodities will be obtainable from the Near East-South Asia Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C., or from the various field offices.

Austria clarifies surcharge on used car import duty

VIENNA—Since the extension to used automotive vehicles of the 40% import-duty surcharge previously applied only to new vehicles, Austria's Ministry of Finance has clarified the terms "new" and "used" as they appear in the Tariff Law, the U.S. Embassy reports.

Under Ordinance ZI.24.691-13/62, the following definitions are established:

For customs purposes, a vehicle shall be considered new if, at the time of importation it is the property of its manufacturer or his Austrian distributor and it has not been licensed or used by the ultimate buyer.

Vehicles being moved under their own power from the factory or debarkation point to the customs area continue to qualify as new vehicles only if the movement takes place over the shortest possible route and is performed by drivers in the employ of the manufacturer. If the driver is not an employee of the manufacturer, he must be in possession of a Transfer Declaration (Veberstellungaschein).

Vehicles not meeting the above criteria are regarded as used. The same applies to vehicles which undergo major damage to their motors or bodies while being transported or unloaded.

Pakistan, Iran to trade cumin seeds, jute, others

KARACHI—A recent trade agreement with Iran provides for importation by Pakistan of $945,000 worth of cumin seeds and an unspecified amount of dried fruits in exchange for $630,000 worth of jute goods and $147,000 of hides and skins, the U.S. Embassy reports.

Pakistan may also export to Iran manufactured items including bicycle tires, paper, tea, cotton piece-goods leather, motion pictures, and electrical goods.

Ghana factory projects receive Communist aid

ACCRA—Textile, tanning and canning plants are on the drawing boards for Ghana with Soviet, Czechoslovak and Yugoslav participation.

The U.S.S.R. is preparing a feasibility study on the establishment of a textile factory, Czechoslovakia is to build a $816,000 tannery, and Yugoslavia is to establish several canning factories at a cost of $1,792,000.

Finns clarify, ease exchange rules; new guide out

Bank of Finland looseleaf booklet offers data in 3 languages

A loose-leaf guide to current Finnish foreign exchange regulations has been published by the Bank of Finland in Finnish, English, and Swedish.

The Bank also announced a further relaxation and simplification of foreign exchange regulations effective from Mar. 1, 1962. The following changes were introduced:

Capital transfers: Private persons of any nationality who have resided outside Finland for the preceding 3 years may transfer abroad any blocked assets they own in Finland. If the total assets amount to 250,000 Finnmarks ($781.25) or less the sum may be transferred abroad immediately. Larger amounts may be transferred from Finland in 10 equal annual installments. If the assets total less than 2,500,000 marks ($7,812.50), they may alternatively be transferred in equal annual installments of 250,000 marks ($781.25) each. During the entire period of transfer the funds will be held in special transfer accounts.

Insurance: Insurance companies may now issue insurance policies for nonresidents, provided the premiums are paid in convertible currency.

Sales of foreign exchange by banks: Authorized banks may sell foreign currency for ships' registration fees and for chartering foreign means of transport for passenger traffic.

Import-permit rules relaxed by Nicaragua

Eliminating the 30-day wait for 3rd-category (non-essentials) import permits, the Nicaraguan Government also has reduced the prior deposit to 90% of c.i.f. value for 2nd-category merchandise (lesser essentials) according to *Diario Oficial*.

Licenses are issued immediately for 3rd-category items, although the prior deposit of 100% of c.i.f. value remains in effect.

The prior deposit for 2nd-category merchandise previously was 100% of c.i.f. value.

AID guarantees 2 private projects in Latin America

Helps Argentine Ford truck plant, General Tire plant in Ecuador through the Alliance for Progress

The Agency for International Development (AID) has issued more than $17 million in investment guaranties on 2 U.S. private enterprise operations as part of the Alliance for Progress effort in Latin America.

A $14 million guaranty covered convertibility risks for the Ford Motor Company's investment in Ford Motor Argentina's new manufacturing plant in Buenos Aires. Ford Motor Argentina is a wholly owned subsidiary.

Two guaranties of more than $1.5 million each covered convertibility and expropriation risks for the equity investment of The General Tire and Rubber Company in a tire manufacturing plant to be constructed and operated in Cuenca, Ecuador.

The new Ford plant in Argentina is manufacturing components for light and medium trucks which it produces and distributes in Argentina. Ford has operated facilities in Argentina since 1914.

Within 3 years the new plant expects to produce from 12,000 to 18,000 trucks annually with an Argentine manufactured content of about 65% of value.

Over a period of years the portion of imported components is expected to decrease.

Eventual manufacture of Falcon passenger vehicles in a larger project is also foreseen.

The General Tire and Rubber Company tire manufacturing plant will be located in an area which was economically depressed by the departure of the Panama hat industry although it is also expected to assist the Ecuadorian economy as a whole.

Investment guaranties contracts written by AID insure American investors against certain risks of doing business in developing countries.

Detailed information and applications are available from the Investment Guaranty Staff, Agency for International Development, Washington 25, D.C.

STILL A BARGAIN

Trade Contact Surveys pinpoint foreign agents; price rises to $50 each

Each survey involves interviews and evaluation by U.S. Foreign Service officer; many small firms got trade starts through their use

The price of Trade Contact Surveys—the overseas activities of U.S. Foreign Service officers which pinpoint profitable trade connections for the American exporter—is being increased to $50 each effective July 1, the Commerce Department announced last week.

The price, however, continues to be extremely reasonable, since each TCS involves an evaluation of an overseas market for a U.S. product, plus interviews of selected prospects for international agency or distributorship relationships. The full survey generally takes about 2 months.

Trade Contract Surveys are the Commerce Department's answer to the U.S. businessman who says: "I want to sell overseas. I have a limited budget and I can't afford to start from scratch in finding an overseas agent. Can you help me?"

If you are looking for just the right agents or distributors abroad to sell your particular products, your first step is to visit, call, or write the Department of Commerce Field Office in your area.

International trade specialists there will help you determine where potential export markets for your products actually exist. They will point out leads provided in Trade Lists, Trade Opportunities, World Trade Directory reports, and other media.

If these preliminary services do not develop the trade connections you need, Trade Contact Surveys tailored to meet your individual requirements can be conducted for you in the countries selected.

You will be supplied with copies of form FC-963, *Application for Assistance in Selecting an Agent or Distributor Abroad*, and guidance in preparing them.

All of the details requested should be furnished so the best possible job can be done for you in the shortest possible time.

Catalogs, price lists

At least 6 sets of descriptive literature on your products must be submitted with each application for a Trade Contact Survey. It is particularly important that adequate price information, preferably c.i.f. prices, be included. This information is needed to determine the relative competitiveness of your products.

A sales-type letter from your company addressed to the U.S. Department of Commerce should accompany each set of literature.

This letter, outlining your basic proposal and presenting some suitable sales arguments for your company and its products, will serve as the basis for an approach to prospective agents or distributors.

It is also in your interest to provide background information on your company (when established, capital, annual sales volume, number of employees, etc.) and to offer trade and bank references. A foreign firm is much more likely to want to do business with an American firm it knows something about.

When your survey is completed you will receive a summary report of the information developed, including pertinent marketing data as well as names, addresses, and brief descriptions of the recommended prospects. Individual WTD reports on these firms are also supplied.

If the Foreign Service officer is unable to locate any firms interested in your proposal, or if the particular operation

planned is not feasible, the reasons will be explained in the report and possible alternate suggestions offered.

The information supplied in your Trade Contact Survey report puts you in a position to negotiate with the firms best qualified to represent you in the export market covered and work out final arrangements.

Says a New York City metal and ore company: "We were able to establish a number of contacts through these surveys, which we think will be of benefit to us and the American export trade."

A Cleveland manufacturer of printing equipment points out: "On overseas sales trips, time is a vital commodity. Through the use of the Trade Contact Surveys, we were able to discuss intelligently the offers of prospective distributors upon arrival. Previously, a visiting exporter spent 2 or 3 days compiling information from local sources before he could get a line on a good potential dealer."

Based on recommendations in a TCS report, a Pennsylvania firm appointed an agent to handle the sale of its paper products in the Philippines for a trial period of 90 days. Orders worth more than $250,000 were filled during the latter part of 1961 and the firm anticipates 1962 sales there of more than $800,000.

Another user of the service—a comparatively new small company in California with no export business—found that in a year's time about 22% of its total sales were in export markets.

A Detroit exporter, reporting that he had already received an initial order and letter of credit for about $1,800 from a Venezuelan agent appointed through a survey, advises: "We do intend to request other Trade Contact Surveys and hope the results will be equally satisfactory, as a service of this kind can be invaluable to the small exporter."

U.S. now can combat all textile violators

Legislative authority for enforcing U.S. rights and obligations regarding non-participants in the Geneva Cotton Textile Arrangement went into effect when it was signed into law by President Kennedy last week.

The Interagency Textile Administrative Committee has announced that the Executive Branch will now be able to take action preventing circumvention or frustration of the Geneva agreement by non-participants.

The government can now deal with non-subscribing countries as effectively as it does with nations that signed the agreement.

Moscoso says private business vital to Alliance; boosts state planning and Central American Common Market

Stresses human as well as economic investment; holds Market will build wealth without erasing culture

Teodoro Moscoso, U.S. Coordinator for the Alliance for Progress, recently told an audience of Central American businessmen in El Salvador that their leadership will shape the direction of the Alliance.

"The choice between the open and closed society," he said in a Spanish language address to the Federation of Central American Industrialists, "will not always be made at the voting booth. The type of economic system may be created by the decisions of business management, in the market place, in meetings of your respective associations and in the responses that you make to the demands of the present day and age."

He added that "investments in better schools, improved housing, health and sanitation facilities, investments in human beings" produce economic return as well as economic developments that "permit an industry or area to produce more and better goods and services."

Mr. Moscoso also asked his listeners to realize the necessity for sound long-range government planning as they do in their own enterprises.

"A government plan that takes a long-range look at capital investments and anticipated revenues, considering the balance of payments and the soundness of the currency, does not mean government control of the economy," he said.

"Rather it means government guidance toward goals that all understand and whose benefits all can share."

Mr. Moscoso spoke encouragingly of the concept of the Central American Common Market, using the example of the U.S.

He said that "Central American economic integration will not erase your individual cultures and traditions but should increase your total economic wealth and opportunity for all to enjoy and appreciate the cultural strength of each of your countries."

AID gives Taiwan $20 million loan

First Chinese loan not earmarked for specific development projects

The Agency for International Development (AID) has announced a non-project loan of up to $20 million to the Republic of China (Taiwan).

The loan is expected to be signed in Taipei following agreement on its terms.

The loan will provide financing of essential industrial imports to keep Taiwan's economic growth rate among the world's highest.

Until now, all U.S. dollar loans to the Republic of China were for specific projects.

Grants had been provided to finance commodity imports for general sale.

This year, A.I.D. assistance to Taiwan for essential imports has shifted to a loan basis, except for technical assistance projects.

The loan announced today is the first of this non-project type to Taiwan. Conventional project loans also will continue to be available.

All procurement under the loan will be from the U.S.

Imports eligible for financing under the loan include artificial graphite electrodes, hides and leather, zinc and lead, sulphur, pharmaceuticals, rubber, pulp, vehicles and spare parts, iron and steel, chemicals and machinery.

Repayment is to be in U.S. dollars over a 40-year period, with a 10-year grace period, and with a credit fee of ¾%.

Alliance helping Argentina fight cattle disease

Hoof and mouth disease costs nation $70 million in potential exports

A scientific research program to eradicate hoof-and-mouth disease in Argentina's important cattle industry has been launched through the Alliance for Progress has been announced by the U.S. Agency for International Development (AID).

An AID agreement for the project provides a $237,000 grant to the Pan American Sanitary Bureau to undertake research projects at designated places such as at its Aftosa Center in Brazil.

Part of the program will consist of a survey of epidemics among the cattle of the Island of Tierra del Fuego in Argentina.

The disease is considered extremely harmful to Argentina's vital cattle industry.

Estimates place Argentina's loss of potential export receipts at some $70 million each year as a result of the cattle affliction.

The research program was recommended by a scientific mission appointed by President Kennedy last January to assess the current status of the disease in Argentina.

A new scientific research program has evolved under a joint U.S.-Argentine Scientific Committee, including representatives of the U.S. Department of Agriculture and a Scientific Advisory Organization appointed by Argentina.

The new cooperative effort on behalf of Argentina marks the second recent action in disease eradication in Latin America.

Early in April the Alliance contributed $110,000 as an emergency grant to help stamp out an outbreak of hoof-and-mouth disease threatening Ecuador's new cattle industry.

AID loans boost exports

As a result of AID loans, exports to Pakistan, India and elsewhere have increased, with shipments to Pakistan 5 times higher in early 1962 than in 1961.

Portugal will halt exports of certain cotton textiles

The Interagency Textile Administrative Committee (ITAC) has announced that the Government of Portugal has agreed to suspend further exports of certain cotton textiles to the U.S. until Sept. 30.

The action affects entry for consumption of the following 4 categories of cotton textiles manufactured in Portugal, with category number in parentheses: yarn, carded, singles (1); ginghams, combed (6); sheeting, carded (9); and yarn-dyed fabrics, except ginghams, combed (25).

This action was taken pursuant to the Short-Term Cotton Textile Arrangement which became effective on October 1, 1961, for a period of one year. The U.S. and Portugal are participants in the Arrangement.

ITAC is composed of representatives of the Departments of Agriculture, Commerce, Labor, State, and Treasury.

It was established under instructions of the President of October 18, 1961 to carry out the "rights and obligations of the United States" under the Short-Term Arrangement of July 21, 1961 at Geneva.

The ITAC has asked the Customs Bureau to make necessary administrative arrangements to assist the implementation of the Government of Portugal's action.

AID helps Dominican farmers share Trujillo's estates

The U.S. Agency for International Development (AID) will help the Dominican Republic subdivide rural estates formerly owned by Dictator Rafael Trujillo, and settle Dominican farm workers on the land as part of the Alliance for Progress.

Under an agreement signed last week in Santo Domingo, AID will provide the equivalent of $1,715,000 to a newly-organized Dominican Agrarian Institute.

The local pesos are being generated for development projects through the sale of imports purchased with funds from the $25 million AID loan signed last February 17.

The Institute's initial project will be to settle 500 agricultural workers and their families on farms of approximately 10 acres in the Province of LaVega.

The Institute was established under a Dominican agrarian reform law drafted with the assistance of 3 U.S. experts, including one from Puerto Rico, and adopted on April 27.

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BRIEF CHAT: Attorney Gwilym A. Price Jr. (left) of the National Affairs Committee of the Pittsburgh Chamber of Commerce talks briefly with Commerce Secretary Luther H. Hodges (right) while Pennsylvania Congressman William S. Moorhead looks on. In the background (center) is John L. McManus, also of the Chamber of Commerce. The Pittsburgh group visited Washington June 14 and met with leading officials of the Commerce Department in the Business Service Center. Others in the picture are unidentified.

Business Service Center handles 300 business inquiries each week

Visitors from Pittsburgh Chamber of Commerce get 'top level' briefing on export expansion

Pittsburgh businessmen showed their interest in the National Export Expansion program by sending 16 members of the National Affairs Committee of the Pittsburgh Chamber of Commerce to Washington June 14 to get "top level" briefing on the campaign.

They heard 4 Commerce Department officials briefly describe:

The proposed Trade Expansion Act, the Business and Defense Services Administration (BDSA), the Bureau of International Business Operations (BIBO) and the U.S. Travel Service.

Speaking to the Pittsburgh group were Peter T. Jones, Deputy Assistant Secretary for Trade Policy; Eugene P. Foley, Administrator of BDSA; L. Edward Scriven, Director of BIBO; and John W. Black, Deputy Director of the U.S. Travel Service.

The 16 visitors met with the Commerce officials in the Commerce Department's Business Service Center, a "one stop" source of information and assistance to businessmen who visit Washington.

Their visit is one example of the way the Center assists visitors who seek information on business problems.

The Center is designed to make the businessman's path smoother by referring him quickly to appropriate Government agencies who can handle his questions.

A total of 300 inquiries comes into the Center each week, according to Manager J. Richard Queen.

For example, the businessman from out-of-state who is interested in the soft ice cream market in Nigeria can be put in contact with the Nigerian desk of the Commerce Department's Office of Regional Economics.

And the businessman who wants to know how many aircraft have been exported in the last year can talk directly with the Transportation Division of the Business and Defense Services Administration.

Queen termed the Center an "across-the-board" organization because, in addition to serving as a focal point of business service and information, it maintains liaison with key officials in other Government agencies providing service to business.

The Center also serves the legislative and judicial branches of the Government, as well as embassies and other representatives of foreign governments as a referral center.

Queen said, "We get a lot of repeat business so I know we're serving a purpose."

Louis Traxel, the Center's business analyst, said a small businessman from Detroit, whose company manufactures precision tools, gages and fixtures, visited his office on June 7.

The businessman, who was interested in expanding the scope of trade missions, wrote to Traxel 5 days later and said "It was only through your guidance and assistance that I was able to meet so many men during a busy day."

He added that the meetings with them "were very interesting and helpful to me in knowing more about the functions of the Department of Commerce and the services they render to industry."

Traxel said a businessman from a large company in Milwaukee spent 1 week with Commerce officials through the Business Service Center.

Fills 2 notebooks

He said the businessman, interested in the Agency for International Develpment, the Alliance for Progress, NATO contracts, and trade fairs abroad, "filled 2 stenographic notebooks with information" before he left.

Traxel said another small businessman, from Kansas, spent 4 days in Washington and talked with 15 persons in the Commerce Department AID, the Export-Import Bank, and 1 or 2 private engineering firms.

He was interested in the construction of dams, bridges and highways in Latin America.

The Center, opened last November, is located in the foyer of the auditorium on the 1st floor of the main Commerce Building, 14th St., NW., between E St. and Constitution Ave. It is open 5 days a week from 8:30 a.m. to 5 p.m.

☆ U.S. GOVERNMENT PRINTING OFFICE: 1962—611964/49

Calendar *for international traders*

Star (★) indicates U.S. Department of Commerce exhibit participation.

June

25—Foreign Trade Institute, Oklahoma Center for Continuing Education, University of Oklahoma, Norman, Oklahoma. Commerce Speakers: Kenneth Auchincloss, Bureau of International Programs; Harry C. Meyers, Manager, Dallas Field Office.

26-28—World Trade Conference, Admiralty Hotel, Norfolk, Virginia. Commerce Speaker: Peter T. Jones, Deputy Assistant Secretary for Trade Policy. Other Commerce participants: E. E. Schnellbacher, Bureau of International Business Operations, Walter Lederer, Office of Business Economics. Sponsors: Mid-Atlantic Industries Assn.; Regional Export Expansion Council; U.S. Small Business Administration; U.S. Department of Commerce.

27—Luncheon Meeting, Lancaster Rotary Club, Lancaster, Pa. Commerce Speaker: John A. Moran, Bureau of International Business Operations.

27—Export Credit Insurance Meeting, Las Vegas Motor Inn, Houston, Tex. Sponsor: Houston Assn. of Credit Management Women's Group. Commerce Speaker: George Krohn, Houston Field Office.

27—Export Trade Clinic, Cosmopolitan Chamber of Commerce, Chicago, Ill. Commerce Speaker: Bernard Blankenheimer, Bureau of International Programs.

28—Export Opportunity Conference, Corpus Christi Chamber of Commerce, Corpus Christi, Texas; Commerce Speaker: George L. Malherbe, Houston Field Office Manager.

29—Export Trade Forum, Webb's, Stockton, Calif., sponsored by the Port of Stockton. Speakers from San Francisco Field Office. U.S. Department of Commerce; Regional Export Expansion Committee; AID and SBA.

July

4—Columbia University Seminar on the European Economic Community, Columbia University, New York, N.Y. Commerce Speaker: William B. Dale, Deputy Assistant Secretary of Commerce for International Affairs.

11—Export Expansion Seminar, Grenada Hotel, San Antonio, Tex. Commerce Speaker: L. Edward Scriven, Director, BIBO.

17—Export Workshop, Pick-Congress Hotel, Chicago, Ill. Sponsor: Mobile Home Manufacturers Assn. Speaker: J. F. Weldon, Chicago Field Office.

17—Regular Monthly Luncheon Meeting, International Executives Assn., Inc., Hotel Statler-Hilton, New York, N.Y. Commerce Speaker: William B. Dale, Deputy Assistant Secretary for International Affairs.

18—Honolulu Foreign Trade Workshop, Ala Moana Banquet Hall, Honolulu, Hawaii. Sponsors: Chamber of Commerce of Honolulu, University of Hawaii, U.S. Small Business Administration, U.S. Department of Commerce. Commerce Speaker: George A. Black, Honolulu Field Office.

19—Export Workshop, Chicago, Ill. Sponsor: American Sprocket Chain Manufacturers Assn. Commerce Speaker: J. F. Weldon, Chicago Field Office.

19-20—Ninth Annual Meeting, National Conference on International Economic and Social Development, Palmer House, Chicago, Ill. Theme: "The Alliance for Progress."

22-25—Conference for Unity of the Americas, Chicago, Illinois. Commerce Speaker: Dr. Jay H. Cerf, Deputy Assistant Secretary of Commerce for Program Development.

25-Aug. 12—Fourth Annual Chicago International Trade Fair and World Marketing and Economic Development Conference. McCormick Place, Chicago, Ill. Sponsor: Chicago Assn. of Commerce and Industry. ★

26—Export Opportunity Conference, Weslaco Chamber of Commerce, Weslaco, Texas; Commerce Speaker: George L. Malherbe, Houston Field Office Manager.

27—Export Opportunity Conference, Brownsville Chamber of Commerce, Brownsville, Texas; Commerce Speaker: George L. Malherbe, Field Office Manager.

September

19-26—Annual Convention, National Assn. of Insurance Agents, Sheraton Park Hotel, Washington, D. C. Commerce Speaker: Jerome Sachs, Bureau of International Programs.

20—Annual Dinner and Award Presentation, Foreign Traders Assn. of Philadelphia, Inc. Sheraton Hotel, Philadelphia, Pa.

21-30—8th Annual Houston International Trade and Travel Fair, Sam Houston Coliseum, Houston, Tex. ★

24-26—1st Annual Houston International Marketing Forum, Music Hall, Houston, Texas. Sponsor: Houston International Trade and Travel Fair.

October

3-5—National Convention of the Propeller Club of the U.S., Seattle, Washington.

29-31—49th Annual National Foreign Trade Convention, Waldorf-Astoria, New York, N.Y. Sponsor: National Foreign Trade Council.

29—National Defense Transportation Assn. Convention, Sheraton Palace, San Francisco, California. Commerce Speaker: Clarence D. Martin, Under Secretary for Transportation.

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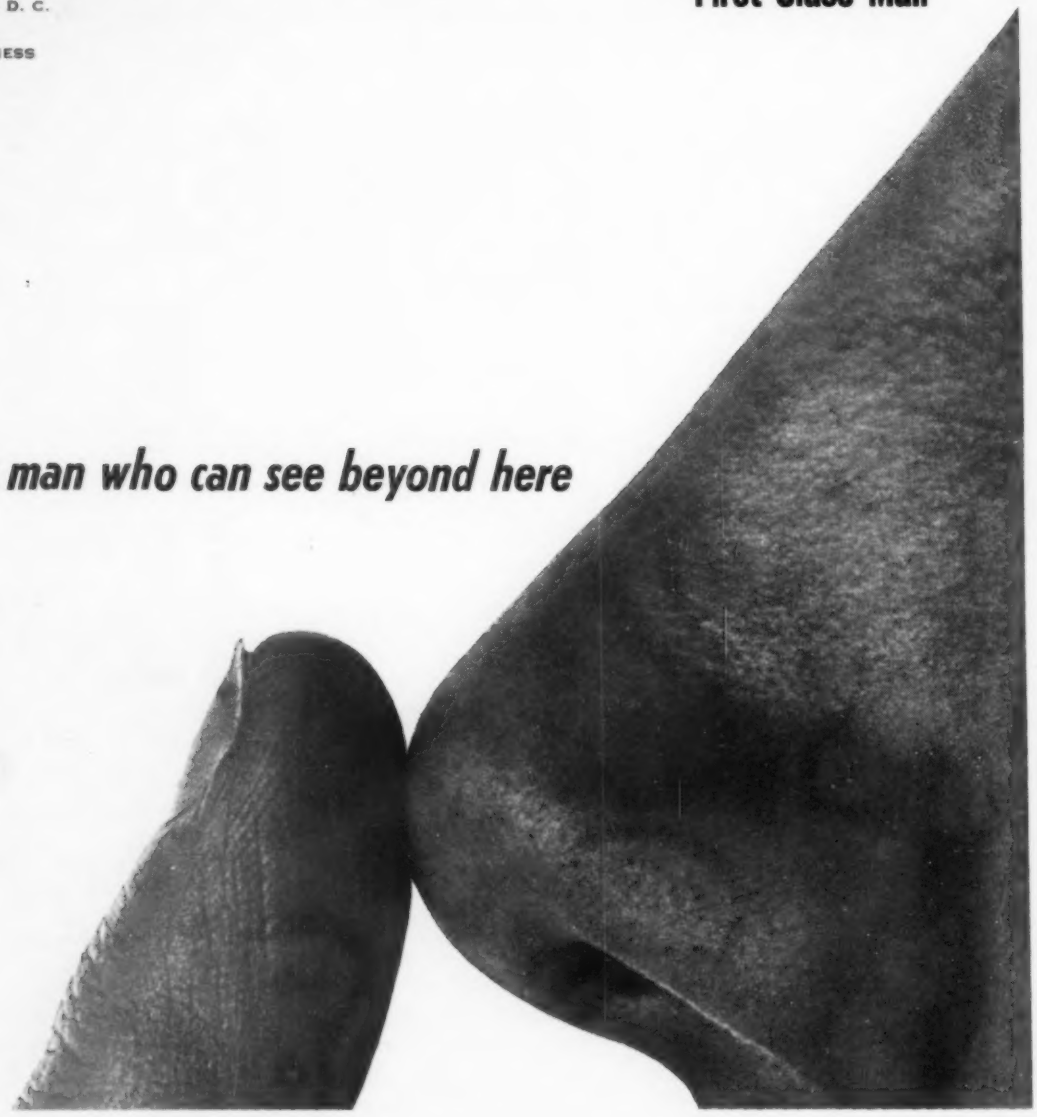

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